FOREIGN COMMERCE

WEEKLY

March 26, 1962

U. S. Department of Commerce, Washington 25, D. C.

VOLUME 67, NUMBER 13

BUSINESS ADMINISTRATION LIBRARY

MAR 27 1962

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SELLING IN LIBYA: Newton Heston, Jr., of the Commerce Department's Pittsburgh Field Office, shows U.S. sales literature to two Libyan businessmen during the recently-ended Tripoli International Trade Fair.

Foreign Commerce Weekly

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Common Market Countries Plan New Patent System

A WORKING COMMITTEE of the European Economic Community is formulating detailed plans for a common patent system.

The committee is expected to produce a draft convention to be made public later this year which, if adopted, would form the basis for a system of obtaining patents for the six Common Market countries and perhaps other countries as well.

In broad outline, there will be, if the plans materialize, a single patent covering all six countries, a central office for the issuance of the patents, and a central court for adjudicating their validity.

The Treaty of Rome, which established the EEC, contains no specific provision for unification of patent laws. In fact Article 36 of the Treaty reserves to each country the power to restrict the free movement of goods in order to protect patent rights.

The patent plan is thus being prepared as a separate convention or treaty which would require ratification by adhering countries.

The convention would contain, a complete patent law, plus whatever additional provisions might be necessary. It would define the subject matter capable of being patented and the requirements for patentability.

These provisions are expected to represent a censensus of European laws, with some variations.

With respect to the procedure in issuing patents, there will be a central patent office. Location and type of organization have not yet been determined.

Applicants for one of the international patents could file their applications in the patent offices of a member country as they do now, and the national patent offices would forward the papers to the central patent office.

If the application were accepted as to form and subject matter, the applicant would be notified and a search of the prior art would be initiated.

This search would be done by the International Patent Institute, an intergovernmental organization at The Hague, which was formed in 1947 by France, Belgium, the Netherlands and Luxembourg to make novelty searches and reports.

After the search report, the specification and drawings, if any, would be published in printed form with a notation of the results of the search.

The patent rights would begin with this publication, but they would be considered provisional only.

The patent rights would have to be confirmed by a formal granting after a proceeding initiated within the next 5 years. During this period the applicant-patentee could request that examination proceedings be conducted.

This means that there would be a study of the results of the search and possibly other material, and a ruling made on granting or refusing a patent. If the result were adverse no patent would be issued and the provisional protection would cease.

If the result were favorable there would be a formal granting of the patent. If there were no request for an examination or other action taken during the 5-year period, the provisional patent rights would cease to exist.

There would also be associated with the central patent office a central patent court, which would consider appeals from decisions of the central patent office.

To Consider Validity

This court also would consider the validity of patents. The question of validity of a patent would not be adjudicated in infringement suits (as is the case in Germany and some other countries). If anyone should wish to contest the validity of a patent, he would file a suit for this purpose, which might be decided by the central patent office, with an appeal to the central court.

Suits for infringement of a patent would be filed in the national court of the country where the infringement occurred, and the question of infringement would be considered only by these courts. They would not determine validity and the determination of infringement would be guided by the international law embodied in the treaty.

If the defendant in an infringement suit should wish to challenge the validity of the patent, he would have to file a separate suit for invalidity in the central court and have the infringement suit suspended.

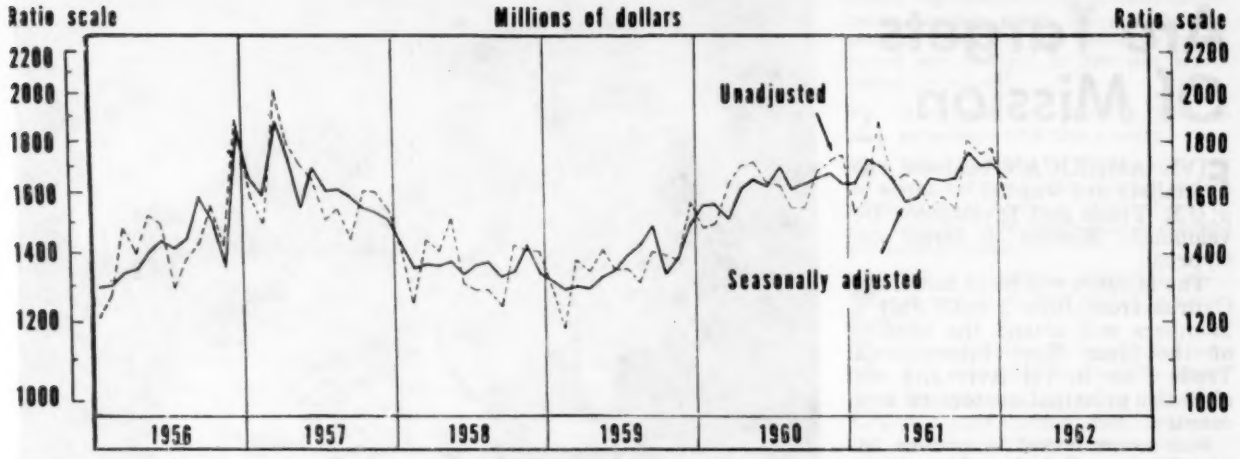
Perhaps, alternatively, it might be provided that the national courts would also decide validity, with an appeal on this question to the central court.

Another matter to be determined by the national courts under the national laws, would be compulsory licenses granted in cases of national interest.

Since there is no Common Market "national interest," the individual countries would determine by their own laws when

(Continued on page 530)

U. S. EXPORTS (EXCLUDING MILITARY), SEASONALLY ADJUSTED AND UNADJUSTED



Foreign Currency Funds Available In 17 Countries

Foreign currencies equivalent to $174.9 million are available in 17 countries for lending to American firms or their affiliates for business development or expansion of foreign trade, the Agency for International Development has announced.

These so-called Cooley Loan funds are also available to foreign businessmen if their proposed use of the currencies will result in the sale of U.S. agricultural commodities.

Named for Congressman Harold D. Cooley, of North Carolina, who sponsored the amendment to Public Law 480 which created the program, these loans are made in local currencies received from the sale of surplus U.S. agricultural products as part of the Food for Peace program. Borrowers make repayments in local currencies.

Countries in which funds are available, local currency amounts for each, and equivalent in U.S. dollars, are as follows:

Country	*Unit of currency*	*Foreign currencies (In millions)*	*U.S. Equivalent (In millions)*
Ceylon	rupee	17.5	$ 3.7
China (Taiwan)	new Taiwan dollars	326.2	8.2
Ecuador	sucre	10.8	.5
Finland	markka	157.1	.5
Greece	drachma	72.8	.4
Iceland	krona	11.9	.3
India	rupee	340.1	72.1
Indonesia	rupiah	555.5	12.3
Iran	rial	18.0	.2
Israel	pound	13.2	6.1
Korea	hwan	1,473.9	1.1
Pakistan	rupee	70.9	15.0
Syria	pound	8.1	2.3
Tunisia	dinar	.15	.4
Turkey	lira	108.7	12.1
U.A.R. (Egypt)	pound	16.5	37.1
Viet-Nam	piastre	186.4	2.6
			$174.9

Applications for loans of these funds may be made to the Private Enterprise Division of AID, Washington 25, D.C., or to the U. S. AID Mission in the countries involved, care of U.S. Embassy.

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TOTAL U.S. exports dipped by 3% in January, according to seasonally adjusted figures announced recently by the Census Bureau.

January's adjusted figures—reflecting U.S. exports of domestic and foreign merchandise, but excluding M.S.P. (military) shipments—totaled $1,660 million, as compared with December's $1,719.2 million, the Bureau said.

The decrease reflected declines in all but one of the 11 major commodity categories. Particularly affected were: inedible vegetable products except fibers and wood; textile fibers and manufactures; machinery and vehicles; metals and manufactures; and vegetable food products and beverages.

On an unadjusted basis, January's U.S. exports dropped about 10% from the December figures—from $1,826.9 million to $1,642.2 million.

Military shipments in January totaled $50.4 million, up slightly over the $49.6 million valuation of December shipments.

'Commerce Daily' Price Raised

Subscription price of the "Commerce Business Daily," Department of Commerce guide for U.S. businessmen wanting to do business with the Government, has been increased from $10 to $20 per year.

It lists items the Government wants to procure, up-coming sales of surplus property, recent contract awards, contractors seeking subcontract assistance, leads for firms wanting research and development work, opportunities for U.S. firms to sell their products abroad, and similar information.

For subscribers desiring to have their copies airmailed to them, the new price is $56 per year. Subscriptions for either regular mail or airmail service should be sent, with payment in advance, to the U.S. Department of Commerce, 433 W. Van Buren, Chicago 7, Illinois.

Israel, Cyprus Are Targets Of Mission

FIVE AMERICAN business specialists are wanted to serve on a U.S. Trade and Investment Development Mission to Israel and Cyprus.

The Mission will be in Israel and Cyprus from June 2 until July 6. Members will attend the opening of the Near East International Trade Fair in Tel Aviv and will visit the principal centers of each country.

Businessmen invited to serve on this joint Mission will be brought to Washington for a week of briefing and orientation from May 21-25.

If you qualify for any of the specialties listed below, write in detail to the Director, Trade Missions Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. or to any Department of Commerce Field Office.

HEAVY CONSTRUCTION EQUIPMENT.—Broad knowledge of earthmoving, road building, quarrying, material handling and/or lifting equipment. Qualified to discuss U.S. sources of supply, capabilities, price ranges, and credit terms. Could be a manufacturer, distributor, sales engineer or prime contractor.

FOOD PROCESSING.—Knowledgeable freezing fruits, vegetables, meats and/or dehydration and canning processes. Should be able to identify U.S. sources of food processing machinery and equipment, food preservatives, colorings and similar additives. Qualified to discuss U.S. Pure Food and Drug regulations. Knowledge of packaging equipment and U.S. sources highly desirable, as well as ability to discuss usual terms of license agreements and possibilities for capital participation.

CHEMICALS AND PLASTICS.—Qualified to discuss manufacture of plastics, insecticides and synthetic fibers and/or yarns. Knowledgeable U.S. sources of chemical machinery and equipment. Should be able to discuss licensing agreements and joint venture possibilities and procedures. Knowledge of agricultural and pharmaceutical product manufacture also useful.

METALWORKING, SEMI-MANUFACTURED METALS AND COMPONENTS.—Machine tool production engineer or plant manager with broad knowledge of machine tools and metal working equipment. Qualified to advise on types of equipment and semi-manufactures needed, their advantages, costs, credit terms and U.S. sources of supply. Experience in joint venture and licensing highly desirable.

ELECTRONICS.—Specialized knowledge of electronic equipment for medical and other scientific purposes, e.g. biological, pathological, diagnostic and therapeutic instruments. Should be able to advise on licensing and joint venture agreements. Could be manufacturer, distributor, production engineer, hospital supplier or exporter.

ON THE ROAD: Members of a U.S. Trade Mission chat with traders in Nigeria.

ISRAEL HAS the highest standard of living in the Near East. Per capita Gross National Product in 1960 (at 1959 prices) was $1070. Israel's population is approaching 2.2 million. Israel's imports in 1961 were $570 million and Israel's total exports $244 million.

U.S. exports to Israel have been steadily rising. From $104 million in 1958, imports from the U.S. rose to $117 million in 1959, $125 million in 1960, and $146 million in 1961.

Israeli endeavors to attract foreign capital investment brought $105 million in 1960 investments, almost three times the amount invested in 1959. These investments have contributed substantially to Israel's industrialization efforts and has produced additional opportunities for imports of capital equipment and raw materials.

THE NEWLY-INDEPENDENT nation of Cyprus is a good potential market for many U.S. goods and services. Although its population is only 600,000, the per capita national income in 1960 was $393.

Imports from the U.S. in 1960 were valued at approximately $5.4 million, while total imports amounted to $110 million. Restrictions on imports from the dollar area were lifted last year on a wide range of commodities including some food products, agricultural, mining and industrial machinery, motor vehicles, chemical products, and a few consumer items.

The country's new five-year plan for economic development also will mean new opportunities for American suppliers. This program for 1962-1966 will cost approximately $174 million. Most of the sum will be spent for agriculture, water development, harbor facilities, and electric power and communications.

AND AT HOME: A Nigeria Mission member reports to businessmen in Boston.

To 'Sell' Your Proposal . . .

WOULD YOU LIKE five top American businessmen to go to work for you and bring to bear their collective experience in increasing your export sales abroad —yet not charge you a cent?

Five such men soon will be ready to take your choice export offerings to businessmen in Israel and Cyprus. They will publicize your desire to invest machinery, capital or know-how in local enterprises. They will seek an agent for you. They will try to "sell" your Business Proposal to businessmen in these countries.

These volunteers—the members of the U.S. Trade Mission to Israel and Cyprus —need only a letter from you to start work on your behalf.

The Mission members will be men qualified to discuss heavy construction equipment, food processing, chemical manufacturing, machine tools, semi-manufactured metals, and electronic equipment.

However, Business Proposals are not limited to these fields of specialization. All types will be accepted and undertaken by the Mission.

The procedure is simple. You may submit a Business Proposal for either country or both (of course two Business Proposals will be needed if you are interested in both countries). There are no forms to complete; simply answer the nine questions which follow, by May 1, on company stationery.

1. Do you now have business connections in this country? If yes, are you represented there? (If you have an exclusive representative the Mission cannot locate another agent for you for the area in which you are presently represented exclusively.) If you are represented, by whom?

2. Have you had previous business experience with this country?

3. What products do you want to sell or purchase in this country and/or what type of business transactions do you wish to undertake? Please describe products in detail.

4. Do you wish to obtain an agent abroad or do you prefer to export directly?

5. Do you prefer to import for your own account or to act as an agent?

6. Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital, with a qualified firm?

7. Are you interested in licensing a qualified company to produce your products abroad? If so, tell in detail about the nature of the agreement you would consider.

8. To what extent are you prepared to sell on long-term credit or, if dollar exchange is not available, accept payment in foreign currency?

9. What type of company would be qualified to transact your business?

Send all information (an original and two carbon copies) to Director, U.S. Trade Mission to Israel (or Cyprus), Trade Missions Program, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. You may also reply through any Commerce Department Field Office.

TRADE MISSIONS PROGRAM, SPRING SCHEDULE, 1962

Mission	Businessmen Experts	Service Abroad	Business Proposal Deadlines
Germany	Automated processes, instrumentation, precision machine tools, packaging machinery (food), printing machinery	April 14–May 19	
Middle Africa Cameroon Central African Republic Chad Gabon Republic of Congo	Lumber & wood products machinery, small scale industries, international finance, international trade, industrial & area development	April 28–June 23	April 1
Argentina	Investment & licensing, engineering & production, food marketing, construction equipment, trade methods	May 5–June 15	April 10
United Kingdom	Automated processes, instrumentation, precision machine tools, packaging machinery (industrial uses), airconditioning & temperature control	May 12–June 17	April 15
Israel, Cyprus	Heavy equipment, food processing, chemicals, synthetics, fibers, semi-manufactured metals & machine tools, electronics for medicine & science	June 2–July 6	May 1

Here Are FCIA's Questions, Answers

BECAUSE of the intense interest on the part of American exporters in the new export credit procedures of the Export-Import Bank's Foreign Credit Insurance Association (FCIA), *Foreign Commerce Weekly* is reprinting detailed information in this question-and-answer form. The material was prepared by FCIA.

On pages 498, 499, and 500 are samples of FCIA's Short Term-Shipment form. For further information, and to obtain copies of the application, write to: Foreign Credit Insurance Association, 60 John St., New York 38, N. Y.

Q. Is FCIA an insurance company?

A. No; FCIA is an Association of more than 50 Stock and Mutual insurance companies. The Export Credit Insurance policies will be issued by FCIA on behalf of its member companies and Eximbank. (Reported in Foreign Commerce Weekly Feb. 12, 1962.)

Q. Under what authority does Eximbank become an insurer?

A. The Export-Import Bank Act of 1945, as amended. The most recent amendment was by Public Law 87-311 which became effective on September 26, 1961.

Q. Is foreign credit insurance available in other countries?

A. In most of the major free world industrialized countries, foreign credit insurance has been made available. In some instances insurance is made available by a government agency (such as in Great Britain through its Export Credits Guarantee Department) and in others by private insurers acting for the sole account of the government (such as in West Germany). It was decided that in this country it would be preferable to make maximum use of available private insurance through an arrangement with the government whereby the risks are shared in accordance with a specific agreement.

Q. Will FCIA provide financing?

A. No; but an FCIA policy may assist an insured exporter to obtain financing through commercial banks or other private financial institutions.

Q. What types of policies will FCIA offer?

A. On page 4 of the FCIA pamphlet reference is made to the types of policies now offered and those to be offered in the immediate future.

Q. Is it contemplated that FCIA will offer coverage for: (a) Unsold goods held in stock overseas (b) Sales from overseas stock (c) Goods exhibited or demonstrated overseas?

A. Coverage for these cases is not presently available from FCIA, but will be developed as circumstances permit and a sufficient need becomes evident.

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Q. Why is it necessary to grant coverage for both insolvency and protracted default (failure to pay) when the latter seems broad enough to include the former?

A. Insolvency may take place prior to delivery and acceptance by the buyer whereas "protracted default" is covered only after such acceptance; and payment of a claim is made when insolvency occurs whereas a 6-month waiting period is required as proof of protracted default.

Q. Will coverage be afforded if the loss occurs after the end of the policy period?

A. Yes; provided that the eligible shipment was made during the policy period and written claim of loss is made within one year from the due date of the indebtedness.

Q. As respects the Transfer Risk (Coverage B-Political Risks), if the failure of the appropriate exchange authority to transfer local currency into dollars is due to a fault of the buyer, will there be any coverage under the policy?

A. The circumstances described would render subparagraph 1b of Coverage B-Political Risks inapplicable, thus making this risk insurable under Coverage A-Commercial Credit Risks, since this would not be a loss "insured under Coverage B-Political Risks" (see concluding phrase of Coverage A).

Q. Would the same reasoning apply with respect to other situations where the loss is not "insured under Coverage B-Political Risks" e.g. confiscation *after* due date (subparagraph 2b (2) of Coverage B-Political Risks)?

A. Yes; the example cited is but one of many types of risks which, because it is not within the precise definition of any of the Political Risks, comes within the subject matter of Coverage A. The only Political Risk which does not have a Commercial Credit Risk counterpart is contained in subparagraph 2b (4) of Coverage B.

Q. If there is a temporary blockage of local currency at the time of the deposit by the buyer which is followed by a devaluation, would the Transfer Risk Coverage protect the insured in the event the buyer fails to deposit the additional currency required?

A. (i) If the deposit were made on or before the due date or within 90 days thereafter, as full payment of the debt at the rate of exchange then in effect, any later event would not affect cover provided under the Transfer Risk; if the deposit were only a part payment, only that portion deposited would be insurable as a Transfer Risk with the remainder being subject to Coverage A.

(ii) If the deposit were made more than 90 days after the due date, only Coverage A would apply.

(iii) Eximbank, however, does not cover a loss arising out of exchange fluctuations or devaluation of the currency of the buyer's country occurring on or before the due date of the indebtedness or date of deposit, whichever is later (see Exclusion A of Article V).

Q. Since subparagraph B1 of Article VII provides, in part, that Eximbank will make payment for a Transfer Risk loss within three months after submission of the required evidence, will the answer to the preceding question be in any way affected if the currency is unblocked after the devaluation, but before the end of the three months' waiting period required under Article VII?

A. No.

Q. Why is there a three month delay in payment of a claim by Eximbank?

A. In the case of inability of the buyer to obtain dollar exchange, to assure that the exchange blockage is not merely a temporary one; and in other cases to permit the exporter to effect alternate disposition of the goods or otherwise to determine the net loss involved.

Q. What rate of exchange will be utilized by Eximbank in calculating the payment for a Transfer Risk, when the buyer's country has a multiple exchange rate system?

A. The rate of exchange appropriate on the due date for imports of the type of shipment in question.

Q. What proof is required of the deposit of local currency by the buyer?

A. The exporter's bank should state in writing that it has been advised by its foreign correspondent that an irrevocable deposit of local currency has been made in the correspondent bank or other appropirate entity.

Q. Why is it necessary to have two subparagraphs (a and b) under paragraph 2 of Coverage B?

A. Under subparagraph b there must be a causal relationship between the loss and the event; no such causal relationship is required under subparagraph a.

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Q. Under subparagraphs a(3) and b(3) of paragraph 2, Coverage B where reference is made to the "imposition of any law," is coverage afforded if the law is found to be arbitrary or unconstitutional?

A. Yes; the phrase "having the force of law" taken in conjunction with the phrase "not due to the fault of the insured and the buyer" (subparagraph a(3)) is intended to cover any act, legal or defacto, which prevents the import of the shipment (subparagraph a(3)) or the deposit from being made (subparagraph b(3)).

Q. Is it necessary to insure all "eligible shipments"?

A. Under the Short Term program, an insured is expected to declare and pay a premium on his "whole turnover," unless FCIA agrees in writing that the exclusion of certain countries, products or buyers will provide a "reasonable spread of risk".

Q. What is the term "whole turnover" intended to mean?

A. Generally speaking, "whole turnover" includes every eligible shipment. However, by its definition an eligible shipment does not include, among others, sales which require full cash payment in advance. In addition, paragraph 11 of the Application and Request for Quotation provides the insured the option to include or exclude sales to Canadian buyers or sales on Irrevocable Bank Letters of Credit whether or not confirmed by a bank in the U.S. Where an insured elects to exclude either or both of these optional coverages, what remains is still considered as "whole turnover".

Q. As a corollary to the preceding answer, is it required that the insured declare and pay a premium on transactions where the terms are cash against documents, cash on arrival and sight drafts?

A. Yes; if the insured is to be eligible for a "whole turnover" rating such transactions must be included. However, a review of the various rating schedules will reveal that such transactions carry one of the lowest rates within such schedules.

Q. How can a prospective insured determine if FCIA will be willing to consider a portion of his foreign sales as a "reasonable spread of risk"?

A. Only by formal application with submission of complete details concerning the sales which would be included and excluded. It should be noted that FCIA will not be required to detail its reasons for rejecting such an application. However, new proposals may be submitted by the insured including more sales until finally accepted by FCIA.

Q. If each of the affiliated corporations of a parent company sells a different type of

On Foreign Credit Insurance Plan

goods, may insurance be obtained for sales by only one such affiliate or division?

A. Yes; provided that the goods are categorically different and not merely modifications of a basic item.

Q. If the prospective insured conducts business in a certain area through a division or corporation, such as a Western Hemisphere corporation, established specifically for this purpose, may he obtain insurance solely for such division or corporation?

A. He must offer to FCIA the sales to other areas by divisions or corporations which are affiliates. In some cases it may then be possible on request to exclude certain types of goods or some markets.

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Q. Why cannot the prospective insured obtain coverage on sales to only one area or to selected countries?

A. A self-sustaining insurance program at reasonable rates requires an adequate spread of risk on short-term transactions not subject to individual advance review. This is the practice of all guarantors or insurers of short-term sales abroad.

Q. Why cannot the prospective insured obtain coverage on sales to selected areas by paying higher rates?

A. Rates sufficiently high to cover sales only to the more uncertain markets would generally be prohibitive from a competitive standpoint. Only an adequate spread of risk can make possible a self-sustaining operation at reasonable rates.

Q. Can a prospective insured who sells in only one country or area obtain insurance?

A. Yes; if the limitation to one area is not the result of a restriction in the insured's charter or by agreement as implied in Question 23.

Q. Are re-exports eligible?

A. Only if analysis indicates that no effective competition with products made in the United States will result.

Q. Are raw materials and consumers' goods eligible as well as durable goods and capital equipment?

A. Yes.

Q. Does the FCIA insurance cover the sale by a United States firm of goods produced abroad?

A. No.

Q. Must the manufacturer or exporter of the goods be a United States firm?

A. No; subject to the limitations of paragraph 17 of the Application Form, the export sales of a foreign firm doing business in the United States are eligible for coverage, provided that the goods themselves are produced or manufactured in the United States.

Q. Are exports by merchants eligible for cover or is the coverage limited to goods exported by manufacturers?

A. Merchants may apply for the insurance provided they hold title to the goods being exported.

Q. How does a prospective insured determine if he is eligible for insurance?

A. Subparagraph A of paragraph 17 of the Application and Request For Quotation sets forth the basic eligibility requirements imposed upon a prospective insured.

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Q. Is it possible to insure sales to foreign subsidiaries?

A. Subparagraph B of paragraph 17 of the Application and Request For Quotation sets forth the rules on this subject which are imposed upon Eximbank and, in turn, upon FCIA.

Q. Will FCIA insurance be available for shipments to or from the territories or possessions of the United States, Puerto Rico or the Canal Zone?

A. Exports from these areas are eligible, but imports into such areas are not eligible.

Q. Is is possible to secure insurance under a barter arrangement?

A. No; the goods must be sold for United States dollars.

Q. If the finished product includes component parts manufactured abroad, would the sale of such product be within the meaning of paragraph 2 of the definition of eligible shipment?

A. A decision on each case must be based upon submission of complete underwriting information.

Q. An exporter has a buyer in Panama who requests shipment be made to another, unrelated, firm in Bolivia. The draft will be drawn on and paid by the buyer in Panama. Is this eligible for coverage?

A. No; see Exclusion D, Article V.

Q. Is there any limitation on the means by which the shipment is made?

A. No; the shipment may be made by any available means of transportation.

Q. Explain the application for and use of credit limits?

A. The FCIA pamphlet provides an excellent summary of the application for and use of credit limits.

Q. Is there any limitation on sales to a particular buyer?

A. FCIA reserves the right to establish for each buyer a credit ceiling beyond which sound business practice would not warrant the extension of additional credit.

Q. If an exporter ships an account larger amounts than the limit approved by FCIA, can that excess be covered against the *political* risk?

A. No.

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Q. Is there any limitation on sales to a particular country?

A. The Country Limitation Schedule contains all such limitations.

Q. In certain countries FCIA will grant coverage only on CILC or ILC. If exporter ships accounts in such a country on a term credit basis, must premium be paid on these shipments?

A. No.

Q. As a corollary to the preceding question, may the exporter exclude that country?

A. Yes.

Q. May a prospective insured apply for the insurance through his commercial bank or other financial institution?

A. No; while such banks or other financial institutions may assist him, the prospective insured must select his insurance agent or broker or a member of FCIA to make the Application on his behalf.

Q. Would either the insured or an assignee be able to recover under the Policy if the insured makes a false statement or misrepresentation to FCIA?

A. The rights of an assignee would not be greater than those of the insured (assignor). FCIA does not intend to pay claims based on intentional fraud or misrepresentation.

Q. Under Exclusion B of Article V there appears the phrase "due to fault of the insured or his agent". Does "agent" include the bank handling the draft and documents for the exporter?

A. Yes.

Q. May either the insured or the Insurers cancel the policy during the policy period?

A. No; but paragraph B of Article X grants the Insurers the right to change the policy terms.

Q. Is it anticipated that the insured's retention may be amended on an individual risk basis?

A. Generally speaking no; however, the Insurers may exercise this right under extraordinary circumstances under the provisions of paragraph B of Article X.

Q. Will it be possible to secure certificates of insurance which would provide assignees notice whenever the Insurers elect to exercise their rights under paragraph B of Article X?

A. While such certificates have not yet been prepared, they will be made available if the need is established.

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Q. In the event foreign competitors offer extraordinary terms, is it anticipated that FCIA will provide insurance for comparable terms?

A. If it is demonstrated that foreign competitors are offering extraordinary terms with public assistance FCIA will consider requests for matching terms.

Q. When reporting each month on the Shipments Report Form is it necessary to identify the particular buyer?

A. Under normal circumstances, no.

Q. Should the Shipments Report Form be sent directly to FCIA or through our agent or broker?

A. An insured may elect either route provided that the check for the full premium is made payable to FCIA. If you believe that your agent or broker can assist in avoiding mistakes, it may be helpful to send the Form directly to him rather than directly to FCIA.

Q. May Freight Forwarders purchase an FCIA policy to cover their charges on shipments handled?

A. No; unless they take title to the merchandise.

Q. If 15% cash in advance is received by the exporter can he get 100% coverage on the remainder on which he will extend credit?

A. No.

Q. Can investments, services, or plant construction be insured under an FCIA policy?

A. Investments, no; services and construction, not yet.

Q. Is it the intent of Article IX to permit the complete reimbursement to the insured for his recovery expenses before sharing the remainder with FCIA?

A. Yes; this is part of our inducement to insureds to pursue recoveries even after payment of a claim under the FCIA policy.

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Q. How does the coverage provided in the FCIA policy compare with the coverage given to exporters in other countries?

A. The credit risk coverage and the political risk coverage in the FCIA policy are as extensive as, and in some cases are more extensive than those of any foreign insurer. No foreign insurer covers higher percentages of loss and, with one exception, foreign insurers cover lesser percentages. Proof of loss under the FCIA policy for cerdit risks is similar to that required by foreign insurers but for political risks it is more liberal. Payment of claims is as prompt as, and, for some causes of loss, is more prompt than that provided by any foreign insurer. Rates are neither the lowest nor the highest, falling generally between those charged by leading foreign credit insurers.

Q. Will extensions of the Due Date be authorized by FCIA?

A. Our present program does not provide for such extensions.

Q. Is it anticipated that FCIA will introduce a Rating Plan to reflect the actual experience of a particular insured?

A. While such a Plan has not been prepared, we believe it to be a proper subject for future consideration.

Pertinent parts of FCIA's Export Credit Insurance Policy are reprinted on the following three pages.

EXPORT CREDIT INSURANCE POLICY

(SHORT TERM — SHIPMENT FORM)

FOREIGN CREDIT INSURANCE ASSOCIATION
and
EXPORT-IMPORT BANK OF WASHINGTON

The undersigned members of Foreign Credit Insurance Association, herein called the "Companies," each for itself, severally and not jointly, and in the respective proportions hereinafter set forth

and

Export-Import Bank of Washington, an agency of the United States government, herein called "Eximbank" (Eximbank and Companies herein collectively called "Insurers")

severally AGREE as follows with the insured named in the declarations, in consideration of the payment of the premium; in reliance upon the statements in the application and declarations which are made parts hereof; and subject to all the terms of this policy:

I PARTICIPATION

The Companies shall be the insurer with respect to fifty percent (50%) of Coverage A—Commercial Credit Risks and no other and Eximbank shall be the insurer with respect to Coverage B—Political Risks and fifty percent (50%) of Coverage A—Commercial Credit Risks and no other.

II INSURING AGREEMENTS

Coverage A—Commercial Credit Risks The Insurers will indemnify the insured in United States dollars for 85% of the amount of the insured's *loss* incurred in connection with *eligible shipments* caused by the occurrence after shipment of:

a. *insolvency* of the buyer; or,

b. failure of the buyer to pay to the insured within six months after *due date* of payment the *gross invoice value*, in whole or in part, of products delivered to and accepted by the buyer;

excluding any loss insured under Coverage B—Political Risks.

Coverage B—Political Risks

1. **Transfer Risk** Eximbank will indemnify the insured in United States dollars for 95% of the United States dollar equivalent of the currency of the buyer's country deposited on or before the *due date* of the indebtedness of the buyer to the insured, or within 90 days thereafter, as payment or part payment of the amount due in connection with *eligible shipments*, which deposit has not been transferred because of inability to obtain United States dollars in a lawful market of the buyer's country and to effect the transfer thereof to the insured in the United States, if:
   a. the deposit has been made in a bank in the buyer's country, or with a depository in such country, designated by law or administrative regulation for the acquisition and transfer of United States dollars; and,
   b. the failure of the appropriate exchange authority to transfer local currency into dollars is not due to the fault of the buyer or his agent, including but not limited to: (1) failure to comply with the applicable laws and regulations for the acquisition and transfer of dollars, including submission of necessary documentation to the exchange authority; and, (2) application for dollars at a rate of exchange which is not applicable to the transaction involved.

2. **Other Political Risks**
   a. Eximbank will indemnify the insured in United States dollars for 95% of the amount of the insured's *loss* occurring after an *eligible shipment* has been made and after the occurrence of any of the following events:
      (1) the cancellation or non-renewal of an export license or the imposition of restrictions on the export of products not subject to license or restriction prior to the date of shipment, under circumstances not due to the fault of the insured and the buyer; or
      (2) the cancellation, under circumstances not due to the fault of the insured and the buyer, of previously issued and valid authority to import such shipment; or
      (3) the imposition of any law or of any order, decree or regulation having the force of law, which under circumstances not due to the fault of the insured and the buyer, prevents the import of such shipment into the buyer's country.
   b. Eximbank will indemnify the insured in United States dollars for 95% of the amount of the insured's *loss* occurring after an *eligible shipment* has been made and which is caused by any of the following events:
      (1) war, hostilities, civil war, rebellion, revolution, insurrection, civil commotion or other like disturbance occurring on or before the *due date;* or,
      (2) requisition, expropriation or confiscation of or intervention in the business of the buyer or guarantor by a governmental authority occurring on or before the *due date;* or
      (3) the imposition of any law or of any order, decree or regulation having the force of law which under circumstances not due to the fault of the buyer prevents the deposit described in Coverage B, paragraph 1, from being made; or
      (4) transport, or insurance charges occasioned after shipment by interruption or diversion of voyage outside the United States due to political causes and which charges are impracticable to recover from the buyer.

III DEFINITIONS

As used in this policy:

A. *"due date"* means the date for payment specified in the contract between the insured and the buyer.

B. *"eligible shipment"* means all shipments of products stated in paragraph 2 of the application made a part hereof which are:
   1. shipped from the United States during the policy period specified in the declarations; and
   2. produced or manufactured in the United States; and
   3. sold for United States dollars; and
   4. sold on credit terms not in excess of 180 days or for such longer terms as Insurers have agreed in writing; but in no case in excess of terms customary in international practice; and
   5. shipped to buyers in the countries listed on the Country Limitation Schedule which is made a part of this policy in accordance with the terms and conditions as set forth in said schedule; and
   6. at the option of the insured exercised in paragraph 11 of the application, shipments made under irrevocable bank letters of credit, payable in the United States (whether or not confirmed by a United States bank) and shipments made to Canada.

An eligible shipment begins when the products in question leave the insured's place of business en route to the buyer.

C. *"gross invoice value"* means the invoice value of the goods plus any insurance, freight, or other charges paid or to be paid by the insured on the buyer's behalf, but shall not include any payments received from the buyer prior to the date of shipment.

D. *"loss"*, except as hereinafter provided, means:
   1. with regard to an *eligible shipment* delivered to and accepted by the buyer, the *gross invoice value* thereof less: (a) discounts or other similar allowances; (b) the amount which the buyer would have been entitled to take into account by way of payment, credit, set-off or counter-claim and any sums or credits which it is entitled to appropriate as or towards payment of the purchase price; (c) any expenses saved by the insured by the non-payment of agent's commission or otherwise; and, (d) any part of the *gross invoice value* which represents interest.
   2. with regard to an *eligible shipment* not delivered, the *gross invoice value* thereof less: (a) discounts or other similar

allowances; (b) any expenses saved by non-fulfillment of the contract of sale; (c) any sums which the insured has realized from any source and is entitled to appropriate as or towards payment of the purchase price; and, (d) any part of the *gross invoice value* which represents interest.

3. with regard to the additional charges specified in subparagraph 2b(4) of Coverage B—Political Risks, the actual amount of such charges, less any allowance, rebate or refund to which the insured is entitled by reason of the interruption or diversion.

E. *"insolvency"* means that a competent court or other governmental authority or the buyer has taken any of the following actions:

1. the buyer is declared to be bankrupt or insolvent, or the buyer has made an assignment, composition, or other arrangement for the benefit of his creditors generally; or
2. a receiver, liquidator, trustee or assignee in bankruptcy or insolvency or similar person, has been appointed to manage the buyer's assets; or
3. (a) an order has been made for the wind-up or liquidation of the buyer's affairs, or (b) an order has been made approving a petition seeking reorganization under the bankruptcy or insolvency laws of the buyer's country, or (c) an arrangement binding on all creditors has become legally effective; or
4. such conditions exist as are equivalent in effect to any of the foregoing conditions.

IV LIMITATIONS OF LIABILITY

A. The amount of the Insurers' liability with respect to any one buyer shall not exceed the insured percentage of the credit limit provided in paragraph B below.

B. The amount of the credit limit for any particular buyer shall be:

1. such amount as may be justified by up-to-date information in writing as to the creditworthiness of the buyer obtained by the insured prior to shipment from at least two reliable sources but not to exceed the discretionary credit limit authorized in the declarations; or,
2. such other amount Insurers approve in writing on application for that purpose by the insured.

C. Subject to the foregoing limit per buyer, the total liability of the Insurers under this policy shall not exceed the aggregate limit authorized in the declaration.

V EXCLUSIONS

The policy does not apply:

A. under Coverage B—Political Risks, to *loss* arising out of the exchange fluctuations or devaluation of the currency of the buyer's country occurring on or before the *due date* of the indebtedness or the date of deposit as provided in subparagraph 1 of Coverage B—Political Risks, whichever is later;

B. to any *loss* due to the fault of the insured or his agent;

C. to any *eligible shipment* sold to a buyer for any currency other than United States dollars;

D. to any *eligible shipment* which is to be made to or with respect to which payment is to be made from, a country other than the buyer's country;

E. to any claim for *loss* with respect to which a dispute exists between the insured and the buyer until such claim shall have been finally determined to be a valid and legally enforceable indebtedness of the buyer or his estate or unless such dispute is otherwise settled to the satisfaction of the Insurers;

F. to any *loss* arising from the unwillingness of the buyer to accept the shipment; and

G. to any *loss* for which written claim is not made prior to the expiration of one year from the *due date* of the indebtedness.

VI AGREEMENTS OF THE INSURED

The insured agrees:

A. to declare all *eligible shipments* on the Shipments Report Form, on or before the 10th day of the month immediately following the month of shipment. If in any month the insured makes no *eligible shipments*, it shall nevertheless submit the required Shipments Report Form and shall so state thereon:

B. to accompany each Shipments Report Form with the appropriate premium payment for the shipments reported;

C. to specify in the Shipments Report Form all amounts due the insured from the buyers which at the end of the previous month were wholly or partly unpaid for more than 90 days from the *due date;*

D. not to ship goods nor to permit further transit to a buyer after knowledge of a buyer's *insolvency* or financial difficulty and to use all reasonable measures to prevent or minimize *loss* hereunder;

E. to notify the Insurers in writing of the occurrence of any event likely to cause a *loss* hereunder within 30 days of learning thereof;

F. upon payment of a claim, to take all steps to effect recoveries which may be necessary or expedient or which the Insurers may at any time require, at the expense of the Insurers (subject to the provision of Article IX) including institution of legal proceedings against the buyer and the transfer to the Insurers of rights to the deposit described in subparagraph 1 of Coverage B—Political Risks, any evidence of indebtedness, any security therefor and any contract of sale; and

G. to retain for his own account and uninsured:

(a) so much of the insured's *loss* as exceeds the insured percentage; and

(b) so much of any indebtedness owing to the insured by any insured buyer as exceeds the credit limit approved for such buyer.

VII PROOF AND PAYMENT OF CLAIMS

A. **Commercial Credit Risks**

Under Coverage A—Commercial Credit Risks, payment for *loss* shall be made promptly after submission of proof of loss satisfactory to Insurers.

B. **Political Risks**

1. Under paragraph 1 of Coverage B—Political Risks, payment will be made by Eximbank within three months after submission of the best evidence reasonably available to the insured that subparagraphs a and b of said paragraph 1 have been complied with. Payment will be made by Eximbank to the insured based on the rate of exchange applicable to the type of transaction involved existing on the *due date* of the indebtedness or the date of the relevant deposit, whichever is later.
2. Under paragraph 2 (a) of Coverage B—Political Risks, Eximbank will make payment within three months after the submission by the insured of the best evidence reasonably available to it of the occurrence of an event as defined under subparagraphs (1), (2) or (3) of such paragraph.
3. Under paragraph 2 (b) of Coverage B—Political Risks, Eximbank will make payment within three months after submission by the insured of the best evidence reasonably available to it that the *loss* was caused by the occurrence of any event set forth in (1), (2), (3) or (4) of such paragraph.

VIII NOTICES OF CLAIMS AND OTHER COMMUNICATIONS

Foreign Credit Insurance Association is the agent of the companies and Eximbank with respect to all matters pertaining to this insurance. All notices, claims or other communications concerning this policy shall be given to such agent, at its office at 60 John Street, New York 38, New York, with the same force and effect as if given directly to the companies and Eximbank. Any requests, demands or agreements made by such agent shall be deemed to have been made directly by the Companies and Eximbank.

All communications to the insured shall be mailed to the address set forth in the declarations or to such other address as the insured may last have filed with the Foreign Credit Insurance Association.

IX RECOVERIES

After payment of any claim hereunder, any sums applicable thereto recovered from the buyer or any other source shall, after reimbursement of the expenses of recovery, be shared between the Insurers and the insured in the proportion in which they shared the original loss.

X GENERAL

A. INSURED'S RECORDS The Insurers may at any time examine or take copies of any letters, accounts or other documents in the possession or control of the insured relating to or connected with this insurance or any transactions between the insured and any insured buyer. The insured shall at the request of the Insurers supply the Insurers with any information in the possession of the insured or take any reasonable steps to obtain for the Insurers any information or the sight of any documents in the possession of any third party relating to or connected with this insurance or any transaction between the insured and any insured buyer.

B. CHANGES The Insurers shall have the right at any time to add to, delete, or amend any limitation, condition, or credit limit including the withdrawal of coverage with respect to any country or buyer. In such event, the Insurers shall notify the insured in writing stating when thereafter such change shall be effective and such notice will apply only to shipments made on or after that date.

C. PREMIUM

1. An advance premium in the amount indicated in the declarations shall be paid to the Insurers upon the issuance of this policy. The advance premium shall be retained by the Insurers and, except to the extent that it may be applied in whole or in part by the Insurers toward the satisfaction of any amounts which may be owing by the insured to the Insurers under the terms hereof, will be returned to the insured at the expiration of this policy or credited against the advance premium due for a renewal hereof.

2. The insured shall pay premiums on the *gross invoice value* of *eligible shipments* as required in paragraphs A and B of Article VI at the applicable rates indicated in the Rate Schedule made a part of this policy.

3. The rates may be varied upon written notice to that effect being given to the insured by the Insurers. In such a case, the change will take effect on and after the date specified in the notice and will apply only to *eligible shipments* made on or after that date. If the premium is increased for any country, the insured may, within fourteen (14) days of the effective date of such notice, elect in writing to exclude shipments to such country from the coverage afforded by this policy.

4. The minimum premium for this policy shall be that amount set forth in the declarations.

D. OTHER INSURANCE If the insured has any other valid and collectible insurance applicable to a loss covered by this policy, the insurance afforded by this policy shall be excess insurance over the applicable limit of liability of such other insurance.

E. FALSE OR FRAUDULENT STATEMENTS, REPORTS OR CLAIMS If the insured makes any statement, report or claim knowing it to be false or fraudulent, the policy shall become void and all claims thereunder shall be forfeited.

F. FAILURE TO FULFILL CONTRACTUAL DUTIES TO BUYER The insured will hold the Insurers harmless from any loss resulting from the failure of the insured or its agents to fulfill its or their contractual duties to a buyer with respect to the sale of the products, if such failure of performance shall have relieved a buyer of its duty, in whole or in part, to pay the indebtedness when due.

G. ASSIGNMENT This policy is assignable only with the approval in writing of the Insurers; however, any amount payable under this policy may be assigned provided written notice of such assignment is submitted to the Foreign Credit Insurance Association.

H. COMPLIANCE BY INSURED Failure by the insured to comply with any term or condition of this policy shall not be deemed to have been excused or accepted by the Insurers unless the same is specifically so excused or accepted by the Insurers in writing.

Japanese Trade Figures Show Surge of Imports From United States

TOKYO.—Japanese imports from the United States increased by 34.6% in 1961 and exports to the United States decreased by 5.7%, according to official Japanese trade statistics.

The sharp upward movement of imports was consistent throughout the year but the export trend changed abruptly in mid-year.

Reflecting the slow-down in U.S. business activity in early 1961, exports to the United States were down 21% in the first quarter from the previous year and 13.5% in the second quarter. In the third quarter, however, exports rose 3.5% and in the fourth quarter, 7.1%. This trend continued in January 1962.

The substantial increase in Japan's industrial production and a high rate of investment in industry during 1961 are reflected in the 86% increase in imports of scrap iron and a 70% increase in industrial machinery imports.

The heaviest declines in exports to the United States occurred in traditional Japanese items: Textiles, pottery, toys.

Official Japanese statistics on trade with the United States in the comparable periods of 1960 and 1961 by principal commodities are shown in the accompanying tables. Imports are valued c.i.f. Japan; exports, f.o.b. Japan. The export totals exclude exports to Alaska, Puerto Rico, and Hawaii which amounted to $21,690,000 in 1961.

(Editor's Note: This material was received too late for inclusion in last week's Japan Supplement.)

Japan's Exports to the United States by Principal Commodities

[In thousands of U.S. dollars]

Commodity	1961 (Preliminary)	1960	Percent change
Clothing	87,165	117,392	−25.7
Radio receivers	73,311	69,315	+ 5.8
Iron and steel	69,267	71,684	− 3.4
Toys	48,164	54,260	−11.2
Plywood	44,666	45,489	− 1.8
Pottery	29,540	37,713	−21.7
Raw silk	25,041	24,721	+ 1.3
Carpets	23,952	24,496	− 2.2
Cotton fabrics	23,412	21,997	+ 6.4
Nails, bolts, nuts, etc.	22,816	20,014	+14.0
Tuna, frozen	21,679	18,977	+14.2
Photographic apparatus	19,035	15,431	+23.4
Silk fabrics	18,132	35,994	−49.6
Imitation jewelry	17,255	13,649	+26.4
Tuna, canned	16,338	9,473	+72.5
Pearls, worked	15,594	12,753	+22.2
Woolen fabrics	15,296	25,752	−40.6
Inorganic chemicals	9,524	7,446	+27.9
Other	441,277	456,326	− 3.3
Total exports	1,021,464	1,082,882	− 5.7

Japan's Imports from the United States by Major Commodities

[In thousands of U.S. dollars]

Commodity	1961	1960	Percent change
Ferrous scrap	289,450	155,370	+86.3
Raw cotton	266,443	220,517	+20.8
Industrial machinery	174,069	102,368	+70.0
Soybeans	122,050	102,997	+18.5
Coal	110,309	91,561	+20.5
Petroleum	81,617	74,228	+10.0
Wheat	52,905	62,982	−16.0
Copper and copper alloys	41,211	21,438	+92.2
Organic chemicals	38,325	35,822	+ 7.0
Raw hides	35,886	24,598	+45.9
Iron and steel	33,528	20,562	+63.1
Corn, unmilled	29,806	11,190	+166.4
Animal oils, fats, greases	25,687	26,208	− 2.0
Synthetic rubber	25,662	28,438	− 9.8
Measuring, controlling, and scientific instruments	24,845	17,992	+38.1
Phosphate rock	23,340	21,409	+ 9.0
Polyethylene, used as material	19,894	15,431	+28.9
Potassium fertilizer	16,151	16,319	− 1.0
Chemical wood pulp	15,808	16,046	− 1.5
Iron ore	14,788	12,760	+15.9
Passenger cars	8,696	7,012	+24.0
Zinc and zinc alloys	4,222	2,593	+62.8
Other	624,757	457,530	+36.5
Total imports	2,079,449	1,545,371	+34.6

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- AUSTRALIA.—A 21-year iron ore mining lease has been signed; Consolidated Gold Fields (Australia) Pty., Ltd., Cyprus Mines Corp., and Utah Construction & Mining Co. are joint bidders. Contract involves estimated 30 million tons of iron ore in Mt. Goldsworthy district with possible expenditure of $27 million for harbor, port, railway, two town sites, and ancillary works. Discharge of all lease responsiblities hinges on a $675,000, 18-month survey soon to start.

  Commonwealth Aluminium Co., jointly owned by Consolidated Zinc Corp. and Kaiser Aluminum & Chemical Corp., has 3-year contract to supply 600,000 tons of bauxite to 3 Japanese companies, starting April 1963. This is first commercial contract signed by an Australian company for bauxite export.

  Two U.S.-backed oil companies are moving into Australia's retail petroleum market. Amoco Australia, Pty., Ltd., a wholly owned subsidiary of Standard Oil of Indiana, will spend $45 million to build 4 seaboard storage terminals in Australia and additional large sums for service stations in Sydney, Melbourne, Adelaide, and Brisbane. Phillips Oil Products, Ltd., which has Australian shareholders, began marketing petroleum products in Brisbane this month and eventually plans to expand in other Australian states.

  Record flow of oil in Australia occurred after recent No. 2 Moonie oil test in Queensland. Combined with Moonie No. 1, struck last December, commercial oil production in Queensland may have a potential of some 4,500 to 5,000 barrels of oil daily.

- BELGIUM.—Cockerill-Ougree S.A., steel producers, forming new company, Cockerill-Ougree-Participation S.A., to plan C-O participation in other Belgian companies or foreign firms.

  Philips Co. of Eindhoven, Netherlands, producers of electrical products, expanding in Belgium with absorption by its Belgian subsidiary of Electro-Construction S.A., Bierges-lez-Wavre.

- BOLIVIA.—Country will attain self-sufficiency in rice production by end of 1962, states Minister of Agriculture. About 80% of requirements were met by domestic production as of January.

- BRAZIL.—President's State of the Union message on March 15 stressed urgency of basic reforms in country's banking system and administrative establishment and in systems of taxation and land utilization.

  Discovery of asbestos reserves and establishment of pilot processing plant reported in Northeast State of Alagoas.

- BRITISH GUIANA.—Consumer prices returned to normal, except on instant coffee and women's slips, as month of price fluctuations ended by revoking sweeping customs duty increases. Only half dozen items continue to have increased duties.

- COLOMBIA.—The first school for teaching middle management, Instituto Tecnologico, has been established in Medellin by Whirlpool Corp. and local industrialists. High school graduates will be taught such skills as accounting, blueprint reading, and labor relations.

National Federation of Coffee Growers will invest $13.5 million in 1962 to improve living conditions for coffee farmers.

New company, Sociedad Fundiciones y Maquinas, to produce and assemble farm machinery, has been formed by Famagrin & Penagos Bros. at Bucaramanga, capitalized at $1.4 million.

- FRANCE.—English firm Lucas and French group Ducellier-Bendix have established Ducellier & Cie, capitalized at $20 million. New firm will produce wide assortment of automobile parts in France. Formation of company represents major step in development of standardized line of automobile equipment in Common Market.

  U.S. firm Levitt & Sons reportedly plan to build 2 large apartment units in Paris area.

  Societe d'Etudes et de Realisations Industrielles, subsidiary of French state-owned automobile producer Renault, has established firm, Renault—ISIS (Industrial Studies & Installations Service), at Shrewsbury, England, to provide complete industrial engineering services which will be entirely separate from Renault automotive sales organization in the U.K.

  French equipment worth US$6 million will go into building 700 km. of roads in Argentine provinces of Buenos Aires, La Pampa, Cordoba, and San Luis. Firms will receive assistance from Compagnie Francaise d'Assurance pour le Commerce Exterieur, a quasi-public organization providing export insurance to French firms.

- GHANA.—National Assembly has approved supplementary budget estimate of G£2 million ($5.6 million) as initial capital for establishment of investment bank which would finance only State-owned enterprises.

- INDIA.—Calcutta-USA Conference Lines have reduced freight rate on tea exports to North Atlantic ports, retroactive to Jan. 31, 1962. The new tariff and contract rates now have been fixed at $38.25 and $32.50 per cubic meter, respectively, compared with previous rates of $39.75 and $34 per cubic meter. Reduction follows across-the-board increase of 10% imposed by Conference as of Jan. 11, 1962, which will continue to apply to other commodities.

- INDONESIA.—Protocol to 1960 trade agreement with U.S.S.R. calls for 35% increase in trade in 1962. Indonesia will ship goods usually sold for hard currency on world market—tin, copra, and about 72,000 tons of rubber—in exchange for manufactured goods.

- IRAQ.—A jointly sponsored United Nations-Iraqi Government Center for management and supervisor training has opened in Baghdad and is being attended by senior officials from Ministries of Industry and Oil as well as by executives in local industry.

  Two 8,200-ton Japanese-built freighters will be delivered to Iraqi Maritime Transport Co. between June-August.

- ITALY.—January steel production of 780,000 tons up 24,000 tons from January year ago and above record pace for 1961.

  Sardinian Credit Institute has approved several new industrial projects including: Rumianca Corp. plant at Cagliari for production of LPG, ethylene, propylene, combustible oils, and gases to be obtained from working 260,000 tons yearly of crude and semirefined petroleum; Sardinian Industrial Resins Corp. will set up petrochemical plant in Porto Torres with 1.2-million-ton capacity of petroleum products.

  January new car registrations continue to climb, reaching 71,508, up 20.7% over January 1961.

  Isveimer, southern credit institute, has lent 250 million lire ($400,000) to Motta Corp. for expansion of confectionery production facilities in Naples.

  TV sets in operation totaled about 3 million as of last month, up about 900,000 from December 1960.

Auto imports jumped 88% to 40,488 cars in 1961, compared with 21,656 in 1960.

Two new 43,000-ton superliners, Michelangelo and Raffaello, to be launched by Italia Line in second half 1962.

Discovery of petroleum in Campobasso area announced by Montecatini, giant chemical combine; deposits appear significant.

Subsidiary of RCA, New York, RCA Italiana, has opened outside Rome; reportedly will be world's first completely integrated plant for manufacturing recordings. Daily capacity to be 40,000 records.

Chris-Craft of Italy, S.p.A., has been established in Rome; plans to assemble boats locally with engines made in U.S. and components manufactured mostly in Italy.

Trade mission of government and private officials visited Tokyo early this month to meet Japanese industrialists and officials for general discussions on Italo-Japanese trade and promotion of new private commercial relationships.

- JAPAN.—Preliminary February figures show exports valued at $374.1 million and imports $491.0 million, increases of $123 million and $18.2 million, respectively, from revised figures for previous month.
- LEBANON.—A $300,000 Italian-equipped fruit factory has been established on outskirts of Beirut. Daily production of canned apple and orange juice is about 40 tons; exports to neighboring Arab countries to start shortly.
- LEEWARD ISLANDS.—Pilot project by private Canadian firm started at St. Lucia to determine feasibility of growing vegetables suitable for canning. Same firm plans poultry venture with eventual production of 65,000 eggs daily for export as well as domestic consumption.
- LIBYA.—New currency notes in denominations of 10, 5, 1, and ½ Libyan pounds to begin circulating during March. These notes gradually will replace old worn notes but the old money will remain valid until retired from circulation.
- LUXEMBOURG.—A Treaty of Friendship, Establishment, and Navigation has been signed by the United States and the Grand Duchy of Luxembourg. The treaty, advancing the general objectives of the nation's foreign policy, provides protection for American citizens and a code of fair treatment for American business interests in that country.
- MALAYA, FEDERATION OF.—All sugar imported into the country now is subject to a specific import license issued by Import and Export Control Officers at Kuala Lumpur and Penang. Sugar previously was imported under Open General License. Action taken by Federation Government to restore price stability in local sugar market.

  Malayan Fisheries Co., Ltd., has established country's first frozen food plant, a US$166,000 subsidiary in Ipoh, for deep-freezing of fish, vegetables, and tropical fruits.
- MOROCCO.—King's recent throne speech revealed intention to nationalize electric power industry and railroads and to carry out Moroccanization of banking and insurance companies.

  First television station in Morocco has been put into operation by Television et Radio-Difusion Marocaine (TELERAMA).
- MOZAMBIQUE.—Diminishing foreign exchange reserves has led Government to curtail purchases from abroad by about US$35 million in 1962. All nonessential commodities from other than Portuguese sources are to be ruled out.
- NEPAL.—Birla Bros., largest Indian textile producers, have signed agreement with Government for establishment of cotton textile mill in Nepal. First instance of major foreign private investment in country in recent years, mill reportedly will cost US$3.5 million and will have 400 automatic looms with 15,000 spindles.
- NIGERIA.—Electricity Corp. of Nigeria will build a 132,000-v. transmission line

from Kaduna to Zaria and Kano, which will double output of Kaduna station.

- NORWAY.—The Storting (Parliament) has voted to amend Constitution to enable Norway to join international organizations under conditions in which it could delegate a limited amount of its sovereignty. Action taken chiefly in connection with a government proposal to join EEC.
- PERU.—Recent law exempts radio and television stations and newspaper and editorial enterprises from payment of duties and other import charges on machinery, pictures, magnetic tapes, spare parts, tubes, valves, and on printing machinery, equipment, and material. Stations and publishing enterprises established in Peru within past 5 years are entitled to exemptions. . . . Two new TV stations in Lima scheduled to begin operating this month.

  Marcona Mining Co. of Peru and Japanese firm Mitsui Bussan Kaisha reportedly considering formation of new enterprise to store and process Peruvian iron ore in Japan. Project should open new Japanese markets for Peruvian iron ore.

  A National Merchant Marine Commission has been created with broad responsibilities to promote Peru's merchant marine, including authority to propose the percentages of Peru's imports and exports which must be transported on national flag vessels, to regulate freight rates, and to recommend tariffs for port services.
- SPAIN.—Group of 28 Belgian bankers and financiers visiting Spain in interest of possible investments in country.
- SURINAM.—Construction is to begin soon on a plant to process citrus fruit juices and eventually to produce mashed banana, coconut products, instant coffee, stock feed, and various essences. U.S. industrialists have contributed 60% of the $700,000 investment; a citrus growers cooperative, backed by a Surinam Government loan, will subscribe balance. Production intended mainly for export.
- SWEDEN.—Machine Industry Association, affiliate of Swedish Employers Federation (SAF), and Metal Workers Union have agreed to equalize wage rates as between men and women doing same work; discriminatory aspects of wage structure to be eliminated in four stages by end of 1965. Provisions will apply to about 20,000 women employed in machine industry.
- SWITZERLAND.—Sulzer Bros., Ltd., Winterthur, will participate with a Japanese firm in expanding industrial plant of a naval shipyard in Brazil for manufacturing diesel marine engines and other naval equipment.
- TANGANYIKA.—Cooperative Union of Tanganyika, new national organization embracing some 34 cooperative unions and 850 primary cooperative societies, has opened offices in Dar es Salaam. Principal goal will be to expand cooperative movement beyond present primary marketing operations.
- TUNISIA.—Tunisian Cabinet Council has approved several proposed laws to provide for more secure governmental controls over productive and foreign trade sectors of national economy. Draft measures include a law which would create National Offices of Mines, Textiles, Commerce, and Cereals and Food Products, with broad powers for controlling prices, foreign trade, and domestic marketing within their respective fields.
- VENEZUELA.—No longer subject to prior import licensing are unspecified hides of cattle (including buffalo) and hides of horses, mules, and asses, untanned (tariff No. 211-01-04).
- VIET-NAM.—Department of National Economy announced that imports of duplicating paper (mimeograph) have been halted, as production by COGIDO, new papermill, is sufficient to cover local needs. Imports of duplicating paper in 1961 approximated 470 metric tons.

  Viet-Nam Anthracite Co. opened last month to process lower grades of coal. Firm, capitalized at 2.7 million piasters ($77,143), employs 80 workers and will initially produce 30-50 tons a day for Saigon-Cholon market.

Greek Government Needs Mechanical Equipment For Refrigeration Plant

Bids are invited by the Government of Greece until May 5 for a refrigeration plant.

The tender calls for the procurement and installation of mechanical equipment for the refrigeration plant of the Athens Vegetable Market which is now under construction at Aghios Ioannis Rentis, near Athens.

The entire plan consists of five projects. Bids may be submitted for all or separately. These projects are:

- Procurement and installation of the necessary refrigeration units of the Athens Vegetable Market refrigerating plants, including all mechanical and electrical engineering work necessary, as well as the water cooling towers.
- Procurement and installation of an ice-producing plant, including all mechanical and electrical engineering work.
- Procurement of materials and complete installation of all necessary insulation of the buildings.
- Procurement and complete installation of the necessary insulated doors.
- Procurement of portable wagon precooling equipment.

Terms of the call for bids imply cooperation of Greek and foreign concerns with regard to participation in tenders for the first four projects.

Plans pertaining to this project may be obtained for 180 drachmas (about $6) from the firm "PRESTO," 15 Kolokotroni St., Athens.

A set of documents which includes the call for bids and the terms and conditions in Greek, and text of the technical specifications and general study of the project in Greek and French (no English translation of the documents has been issued) is available on loan to interested firms domiciled in the United States from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Additional information may be obtained from the Housing Service, Ministry of Public Works, Directorate E6, Metohikon Tameion Stratou, Athens.

Greece Extends Bid Deadline On Storage Depot Equipment

Deadline for submission of bids for supply and delivery of mobile equipment for storage depots in Greece has been extended from Mar. 16 to Apr. 6.

This NATO project was reported in the *Foreign Commerce Weekly*, Dec. 4, 1961, p. 9.

14 Nations Invite Tenders

Burma Seeks Textiles, Iraq Needs Stationery, Greece Wants Lights

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available, on loan to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Burma

Textiles: 15,000 yd. 100% woolen gabardine; 30,000 yd. 100% fancy woolen tropical; 30,000 yd. 100% woolen suiting; 96,000 yd. broadcloth, blended polyester and cotton fibers, mercerized and sanforized; 16,000 doz. ladies' handkerchiefs; 72,000 yd. cotton printed flannel; 48,000 yd. dyed cotton flannel; No. 8 SNI 62/G.S.S., Apr. 20. Civil Supplies Management Board (Textile Imports Branch), Government of the Union of Burma, Rangoon.★

Ceylon

Electric weld steel tubes, 119,005 ft. 1 in. and 69,002 ft. ¾ in.; and **steel strips,** 28,000 ft. each of ¾ in. and 3 in., and 900 ft. 5 in., for bus seat frames; file S/GT/420, 10 a.m. Apr. 25. Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo. Tender forms available from Chief Supplies Officer, Ceylon Transport Board, Supplies Division, Werahera Boralesgamuwa, Ceylon.

Switchgear, 11-kv. for substations in North Ring of Colombo; May 22. Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation and Power, P.O. Box 500, Colombo.★

Surgical gloves, solution type: 1,200 pairs size 8, 30,000 pairs size 7, 24,000 pairs size 6½, and 1,500 pairs size 6; May 15. Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo.★

Greece

Lights, 10 searchlights of medium range and 25 floodlights for illumination of vessel decks; tender B106, 1 p.m. Apr. 21. **Cables,** 21,800 meters various types, estimated value $10,000, tender B/90, Apr. 10; **field telephone cable,** 110,000 meters, tender B/98, Apr. 17; **motorcar and telephone cables,** 7,750 meters, tender B/99, Apr. 24. **Pipe connections with threadings,** tender B/109, 1 p.m. Apr. 19. State Purchases Directorate B', 50 Socratous St., Athens.★

Butterfly valves, rubber seated, 30 in. and 24 in., 16 each, estimated value $70,000, No. 872, Apr. 12. **Water rate flow controllers,** eight, and eight complete **operating tables** for purification plant, estimated value $70,000; No. 871, noon Apr. 10. Greek Water Co., 4 Kolokotroni St., Athens.★

Cards, six million, for card perforating accounting machines; **File 1687,** noon Apr. 12. Wettable **sulphur,** 50 metric tons, estimated value $11,700, file 1671, Apr. 3. Agricultural Bank of Greece, 23 El. Venizelos St., Athens.★

Small **tip wagons,** 10, estimated value $7,700, Apr. 6; 17 **track motor cars,** estimated value $46,700, Apr. 13. Greek State Railways (SEK), 34 Themistocleous St., Athens.★

Tires, 600, and **tubes,** 402, various sizes, estimated value $57,000, Apr. 16. Ministry of Interior, General Administration of Mechanical Equipment, Athens.★

India

Main **switchboard** for 12,270-t.d.w.t. oceangoing vessel V.C. 155, tender CSP/A/13584/EL-61-VC.155, Apr. 10. Tender forms, technical specifications, and drawing available for 15 rupees (about $3.15), not refundable, from Deputy Controller of Stores, M/S. Hindustan Shipyard, Ltd., Visakhapatnam-5, Andhra Pradesh.

Anchors and **chain cables** for 12,300-ton oceangoing vessel; tender CSP/A/13574-75/154, 3 p.m. Apr. 16. Tender forms and specifications available from the above indicated authority for 15 rupees, not refundable.

Core drilling equipment, air and diesel engine driven, and accessories for use by Indian Bureau of Mines, Nagpur; tender inquiry SE-474, Apr. 24. Tender forms and specifications available without cost from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Iran

Dynamite-glycerine, 60 metric tons; Apr. 29. Edareh Taslihate Artech (Imperial Iranian Armament Department), DT/Section, Kh. Jale, Tehran.★

Iraq

Electric refrigerators; coolers; Apr. 15. **Motion picture van** for Ministry of Guidance; May 27. Terms and specifications for each commodity available for 1 dinar ($2.80) per copy.

Containers, white enamel cylindrical, for use in operating rooms or dispensaries, presumably for waste and trash; Apr. 15. Terms and specifications available for 500 fils ($1.40) per copy.

Electrical ceiling fans, 300, for Ministry of Health; Apr. 8. Terms and specifications available for 1 dinar ($2.80) per copy.

Secretary, Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for above items.

Ten **operating tables;** Apr. 8. Six intermediate and superficial **X-ray units;** Apr. 22. Ministry of Health, Baghdad.★

Truck-tractor low bed trailer combination, 22, 50-ton capacity suitable for transporting armored fighting vehicles up to 60 tons; **spare parts** for both the power units and trailers for 5-year period; tender MISC/58, Apr. 30. Director, Contracts and Purchases, Ministry of Defense, Baghdad.★

Paper, stationery, and office supplies, including 39,500 reams various types paper; 1,960,000 envelopes various sizes; 250,000 manila folders; 175,000 pencils; 11,000 typewriter ribbons; also carbon paper, stencils, and duplicating machine ink. Samples required. ORD/14, Apr. 30. Director, Contracts and Purchases, Ministry of Defense, Baghdad.★

Marine paints, tender 64/62, 3 p.m. Apr. 18; two **motor graders,** tender 68/62, 3 p.m. Apr. 25; 30 tons **galvanized steel barbed fencing wire,** tender 69/62, 3 p.m. Apr. 4; **acids** and **chemical fluids,** tender 70/62, 3 p.m. Apr. 4; 600 **iron wheelbarrows** (push) of 3 cu. ft. capacity each, tender 71/62, 3 p.m. Apr. 4. Terms and specifications available for 1 dinar ($2.80) each set from Iraqi Ports Administration, Basra, or the Inspectorate General, Ports and Navigation, Ministry of Communications, Baghdad.

Transformer, 200 kv.-a., complete with metering and switchgear, for the Milk Collecting Center at Fudhailiya (near Baghdad). Closing date for acceptance of bids not indicated. Specifications available for 1 dinar ($2.80) from Purchasing Section, Dairy Administration, Baghdad.

Tanks for storage of gas oil fuel, 11; tender 19, Apr. 7. General conditions and specifications available for 500 fils ($1.40) per copy from The Directorate General, Planning and Design, Ministry of Municipalities, Baghdad.

New Zealand

Circuit breakers, 5 three-phase 220-kv., for Otahuhu Substation, Contract 402, 4 p.m. Apr. 17. Secretary, Tenders Committee, New Zealand Electricity Department, Wellington.★

Pakistan

Two rate tariff **kw.-hr. meters;** 250 a.c. 3-phase, 3-wire, 400-volt, 50-cycle; Apr. 4, tender 556/DS/202/Z-XXIX/61-62. **Galvanized steel binding and jointing wire,** 100 tons, .066 diameter; Mar. 31, tender 563/DS/23/Z-VIII/61-62.

Carbon tetrachloride; 600 lb.; Apr. 9, tender 534/DS/175/Z-LXVI/61-62. **Porcelain pin insulators;** 7,000 11-kv.; Apr. 12, tender 540/DS/191/Z-IX/61-62.

Rubber insulated boots, 200 pairs of various sizes, tender 489/DS/D-I/46, Apr. 12; a.c. single-phase kw.-hr. **meters** of various amps., 2,500, tender 551/DS/195/Z-XXIX/61-62, Apr. 6; **meters,** 115-a.c. 3-phase kw.-hr., tender 555/DS/205/Z-XXIX/61-62, Apr. 6; **underground cable,** 6,500 yd. 11-kv. 3-core of different sizes, tender 567/DS/182/Z-XX/61-62, Apr. 7.

Tape in rolls of 72 yd., 3,000 ¾ in. wide and 500 1 in. wide, tender 543/DS/207/Z-XXVII/61-62, Apr. 10; **cotton tape,** 700 72-yd. rolls 1 in. wide, tender 543-A/DS/207/Z-XXVII/61-62, Apr. 10; **tape,** insulating black adhesive, in 25-yd. rolls, 6,000 rolls ¾ in. wide and 1,000 rolls 1 in. wide, tender 543-B/DS/207/Z-XXVII/61-62, Apr. 10.

Transformers, 751, 11.4-kv. 3-phase 50-cycle outdoor type of different kv.-a., tender 541/DS/Z-XI/61-62, Apr. 4; **insulators,** porcelain pin complete with GS pins, 5,000, tender 544/DS/193/Z-IX/61-62, Apr. 12.

Stores Directorate, Electricity (Operation Branch), West Pakistan Water and Power Development Authority (WAPDA), Gardi Trust Bldg., Old Anarkali, Lahore, for all above equipment.★

Weather chart recorder facsimile type, receiving assembly only, eight sets; tender ENG-II/1/65796/62; 10 a.m. Apr. 2. Director General, Supply and Development, Government of Pakistan, Frere Rd., Karachi.★

Hand tools and **scientific apparatus and equipment,** tender EPS/IX/1657/Sci/61, 10 a.m. Apr. 9. The Director of Supply, P.I.D.C. House, Motijheel, Dacca 2.★

South Africa

Telephone cable, 45 miles lead covered and 66.5 miles PVC insulated; tenders P.482 and P.483, 11 a.m. Apr. 13. Municipal Telephone Department, Field St., Durban.★

Sudan

Lathe, one, for turning axles in railroad shops, tender 2576, Apr. 11; 3,000 **steel tires** for railroad cars, Apr. 12, tender 2577. Controller of Stores, Sudan Railways, Atbara.★

Thailand

Radio telephone transmitting and receiving sets, single-band: 7 sets, duplex type, 60-100 watts; 1 set duplex type 40-50 watts; 6 sets simplex type, 40-50 watts; and 11 sets simplex type, 20-30 watts; 10 a.m. May 1. Full particulars and specifications available from The Government Savings Bank, Rajdamnoen Ave., Bangkok.

Uganda

Six **transformers:** one of 15-mva. 132kv./33kv.; one of 2.5-mva. 66kv./33kv.; four of 1-mva. 33kv/11kv.; May 18. Uganda Electricity Board, P.O. Box 559, Kampala. Tender documents available from Messrs. Kennedy & Donkin (East Africa), P.O. Box 2825, Kampala, for 100 shillings ($14), refundable.

Uruguay

X-ray film, 4,800 boxes, for dental use; 1,940 boxes, various sizes; tender 131. **X-ray machines,** eight, mobile; tender 133. Apr. 10. Ministry of Public Health. Bid documents may be obtained from Ministerio De Salud Pública, Division Administracion, Dpto. De Adquisiciones y Suministros, Sector Adquisiciones, Seccion Licitaciones y Compas, Avda. 18 de Julio No. 1892, Montevideo.

Viet-Nam

Plaster of Paris powder, 18,000 kilograms in 1-kg. containers; Apr. 4. Tender 0507-23022.

Hose, heavy-duty high-pressure, for tractor hydraulic lift system, 2,800 ft. in two sizes; **clamp assemblies,** 500 each of 1 in. and ¾ in. inner diameter; tender 0497-15022, 9 a.m. Apr. 6.

Power tillers, 10, fin wheel set type with diesel engine, mounting bed for sprayer and pumps; tender 0501-16022, 9 a.m. April 6. Central Purchasing Authority, P.O. Box H-5, Saigon.★

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

NATO Projects in Germany Opened to U.S. Bidders

Two new projects in the Federal Republic of Germany have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The first project calls for supply and installation of a new telephone exchange, and extension of a communications cable network. Bid deadline is Apr. 30.

The second project, for extension and repair of an existing airport runway and shoulder in Lower Saxony, calls for 280,000 cubic meters of earthmoving work; 25,000 square meters of concrete surface (normal concrete); 112,000 square meters of prestressed concrete; 220,000 square meters of hot-laid bituminous sand surface; and a 14,000-linear-meters drainage-channel, including drainage lines. Bid deadline is May 2.

Eligible firms interested in bidding should submit applications before Mar. 30, on a prescribed form, to Bundesamt fur gewerbliche Wirtschaft, Bockenheimer Landstr. 38, Postfach 3931, (16) Frankfurt/Main, Germany, quoting reference No. 0 6921 6/62, for the first project; and reference No. 0 6921 7/62 for the second project.

The prescribed forms are available on request from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Business Services Division, as described in the brochure of the NATO international competitive bidding program, available from that Division.

German Firm Seeks To Increase Imports

A giant West German trading concern involved in wholesaling, importing, and exporting of steel goods, mineral oil products, fertilizers, ores, alloys, chemicals, and machinery desires competitive offers from U.S. firms for the following:

Refined steel, rust and acid-resistant sheets made to quality No. 4016-AISI 430 and No. 4301-AISI 304; length: 2,000-4,000mm., width 1,000-1,250mm., thickness 0.5-3.5mm.; rust and acid-resistant strip made to quality No. 4016-AISI 430 and No. 4301-304, cold rolled, width 13-750 mm., thickness 0.3-2.5 mm.; rust and acid-resistant strip made to quality No. 4301-AISI 304, No. 4541-AISI 321, No. 4401-AISI 316, No. 4571-AISI 316Ti, hot rolled, heat treated, pickled, sizes 20 x 1 mm.-551-3.5 mm.; and rust and acid-resistant steel wire, made to quality No. 4016-AISI 430, No. 4301-AISI 304, No. 4310-AISI 301 cold drawn respectively ground and polished; sizes 0.2-13 mm.

Offers for these items should be sent to Kloeckner Silesiastahl GmbH, Duisburg, Memelstrasse 27-33.

The Ferro Alloys Department of this firm is interested in ferro alloys, alloying metals, especially silicon metal, and electrolytic manganese metal. Offers should be sent to Kloeckner and Co., Ferro Alloys Department, Duisburg Muelheimer Strasse 54.

The Chemical Department wants offers on the following:

Mineral spirits, toluene, solvent naphta, alpha-olefines C_{10}-C_{12}, straight chain, isopropyl alcohol, ethyl acetate, methyl acetate, acetone, dichlordi phenyltrichlor ethanes, lindane, urea, sodium sulphate, potassium chlorate, sodium nitrate, chromic acid, aluminum oxide, aluminum hydroxide, titanic dioxide, and borax.

Offers should be sent to Kloeckner and Co., Chemical Department, Duisburg, Muelheimer Strasse 54.

Turn-Key Fish Plant Planned in Uruguay

Bids are invited by S.O.Y.P. (Servicio Oceanográfico y de Pesca), Uruguayan Government Fisheries Agency, for turnkey offers covering the design, plans and specifications, construction of buildings, supply and installation of equipment, and the putting into operation of a complete terminal fish plant.

Included in the project are ship to plant fish handling equipment having a capacity of about 30 tons an hour; weighing, refrigerating, and ice-making equipment; canning, smoking, salting, and fileting facilities; a fish by-products unit; a can manufacturing plant; mechanical and repair shops; laboratories and administrative offices; a fleet of refrigerator trucks (reefers); and fish storage warehouses in each of 18 provinces or states throughout the country. Bid deadline is Apr. 25.

Only individuals or firms legally established in Uruguay may participate in public bids. U.S. firms interested in bidding on this project should submit bids through their Uruguayan agent or representative who should then be able to meet S.O.Y.P.'s terms and conditions of contract.

A copy of the bid invitation, in Spanish, including additional information and technical data, is available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Pakistan Publishes List Of Firms Authorized To Import Machinery

The Government of East Pakistan recently published a list of firms which have been authorized to import new machinery for "Balancing and Modernization."

Value of these imports is expected to be about $3 million. There are 51 categories which include the following:

Steel re-rolling mill, bicycles and parts, agricultural implements, machine tools, cold storage, electric wires and cables, electric lighting, electric fans, wires, wire netting, razor blades, textile machinery and spares, hurricane lanterns, electricity generation, and radio assembly and manufacturing of radio component parts.

Also light engineering workshops, tin containers, steel structurals, clay products, cement, glass, mosquito netting, dyeing and other processing of textiles, gas mantles, knitted fabrics, coir and jute products, drugs and pharmaceuticals, match industries, sugar mills, cigarettes, wood processing and manufacturing, cellulose and other paints, edible oil, soap, tea, paper, cardboard, strawboard, and fruit canning and preservation.

Also dairy and milk products, agricultural and industrial waste, beverage and ice cream, biscuit bakery and confectionery, rubber industries, tannery, footwear, printing and publishing, printing press, type foundry, plastics, canvas and tarpaulin, emergency breakdown cases, livestock feeds.

For a list of firm names and addresses, write to Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

The Department of Commerce cannot assume responsibility for any transaction undertaken with these firms.

Australian Machinery Firm In Market for Agencies

One of Australia's largest machinery merchants, William Adams & Co., Ltd., 175 Clarence St., Sydney, is interested in obtaining agency and distribution rights for U.S. machine tools, materials handling equipment, and oil drilling equipment. Only direct association with manufacturers is desired. Inasmuch as commercial quantities of oil have been found recently in Queensland, oil field equipment should offer a particular opportunity to the U.S. exporter at this time. Contact the Adams firm direct.

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID)

U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

India

Speedometer flexible inner shaft manufacturing machines, 2; **speedometer horizontal casing rolling machines,** 2; "LC" 32 in. horizontal **turret lathe** with tools and accessories, complete. Delivered at Gwalior. NSIC/HP/2B-2429/62. Apr. 19.★ One unit of high vacuum **apparatus for selenium rectifier,** Model No. JVE. Delivered at Bombay. NSIC/HP/2B-2451/62. Apr. 20.

Model 10 "Blowmaster," **extrusion blow molding machine; drilling machine** and **jigs; grinder; band saw; mixing drum** for color mixing; **straw cutting machine** with punch; **hand screen printing machine; machinery** for preparing bottles for screen printing. Delivered at Calcutta. NSIC/HP/2C-962/62. **Electric chain saw** type D80, for cutting length logs up to 800 mm.; **grinding apparatus; veneer lathe; split chopping machine, hand dipping apparatus,** and **filling frames.** NSIC/HP/2B-2401/62.★ Apr. 14.

Absorbent surgical cotton making machinery. Delivered at Indore. NSIC/HP/2B-2409/62. Apr. 12.★

Label looms, shuttles, pedal system piano card punching machine, starching, roller finishing machine. Delivered at Ludhiana. Ref. NSIC/HP/2D-827/60. **Double column planer** with electro-magnetic coupling; vertical **copy milling and die sinking machine** (three dimensions), Model-FKFS 315 x 1400 with automatic depth control and electric controlled tractor. NSIC/HP/2C-970/62. Traub automatic (A-25) lathe; automatic bar ⅝ in. machine. NSIC/HP/2C-971/62.★

"Takatori," or equal, **machinery** for miniature bulbs. Delivered at Dehradun, U.P. (India). NSIC/HP/2D-1966/62; automatic **punch press** with an electric motor of 2 hp.; **electric hardening furnace; grinding machine** with four heads; small **drilling machine** and small **tapping machine,** type GB2, with collet chuck appliance. Delivered at Delhi. Ref. NSIC/HP/2D-1969/62. Apr. 13.★

Machine for filling ceramic powder in the metal tube; automatic **coiling machine** with all accessories; **machine** for welding terminals of the leading with accessories; **swaging machine** for compressing the powder and the metal tube; **tube bending machine** with accessories; **pipe debarring machine** with specially designed tools; **testing equipment.** Delivered at Surat. NSIC/HP/2B-2435/62. Apr. 12.★

Wire weaving looms, with spare parts; hexagonal **wire netting machines; crimp wire making machines.** Ref. NSIC/HP/2D-1747/61. Delivered at Jaipur. Apr. 9.★

Flat track jet ventilated **board dyer,** complete unit. Delivered at Calcutta. NSIC/HP/2C-974/62. May 2. "Caser" single spindle automatic **lathe** Model TA-26 with standard equipment, one set. NSIC/HP/2M-3065/62. May 3. Complete **plant** for manufacture of loudspeaker cones. NSIC/HP/2D-1983/62. May 28.

All above equipment for Loan 144. Worldwide. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Inspection during manufacture of six **boiler feed pumps,** complete with drives and accessories for Chandrapura Thermal Power Station. Loan 125. Worldwide, ICA Code 899. Ref. D/ENQ/418. Apr. 23. India Supply Mission, 2536 Massachusetts Ave. NW., Washington 8, D.C. Quotations are to be sent to Additional Chief Electrical Engineer, Damodar Valley Corp., Anderson House, Alipore, Calcutta 27.★

Steel plates, 900 metric tons, for condenser circulating water piping and associated services, for the Chandrapura Thermal Power Station of the Damodar Valley Corp., Calcutta. Loan 125. Worldwide, ICA Code 899. Tender S/84/DLF. Apr. 11. Tender forms, including specifications, may be obtained from India Supply Mission; Director General, India Store Dept., Government Bldg., Bromyard Ave., Acton, London W.3, England; Embassy of India, Naigi Bldg., 5th Floor, 13/20 Chome Marunouchi Chiyodaku, Tokyo, Japan; Indian Trade Commission in Australia, Caltex House, 167/187 Kent St., Sydney, Australia; Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi, India.

Supply and erection of a rotary **wagon tippler** for Durgapur Thermal Power Station (Extension). Loan 130. U.S. source. Specification DTPS-18. Apr. 6. Managing Director, The Durgapur Projects, Ltd., New Secretariat Bldgs., 1 Hastings St., Calcutta 1. Specifications Volume I and II.★

Israel

"John Bean," or equal, Model 200-F high pressure **fog fire fighter,** complete, in accordance with standard specifications (Model FC-170 forward control Jeep 4-wheel drive chassis included). Loan 66. U.S. source. Sub-Authorization 1/L 1938717. Apr. 10. Delivery desired by May.

Type 430, cold rolled **stainless steel strip,** No. 2 extra bright finish, in coils, inner diameter not less than 10 in. boxed for export, 5,000 lb. Edge No. 3, .015 in. thick x 1.475 in. width; 5,000 lb. Edge No. 5, .019 in. thick x 1 in. Loan No. 214. U.S. source. Apr. 10. Delivery desired by May.

Caterpillar No. 12 motor grader, or equal, Series E, with 12-foot blade and diesel engine, electric starting, 24 volt. Sub-Authorization 790/1/120.

Pioneer, or equal, **twin roll crusher** and **drive type** with **countershaft,** V-belt pulley, hydraulic shim adjustment and receiving hopper, Model 130 x 24. Sub-Authorization 790/1/108. Apr. 9. Delivery desired by May.

Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention Mr. N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Prices should be itemized and show both trade and cash discounts. Suppliers may devise their own forms for submitting tender to buyer, in duplicate.★

Pakistan

Bright cold finished **steel bars,** bright hard drawn **steel wire** and high tensile **steel spring wire.** Pending loan. Limited **U.S. source.** Credit amount, $22,470.00. Apr. 13. Pakistan Cycle Industrial Cooperative Society, Ltd., Nila Gumbad, Lahore. Cable Address: BIKE LAHORE.★

Philippines

Blue babe **pond and deck saw,** 120 in.; two-ton capacity "load lifter" **electric hoist;** 107 in. knife x 60 in. **swing capital rotary veneer lathe** with quick change gear box and steady rest; 110 in. **knife capital air clipper** with infeed and outfeed conveyors and automatic attachment for cutting to two predetermined widths; 11½ x 8 in. **Ajax steam engine drive** with heavy duty chain drive transmission; 10 sections x 4 decks Moore longitudinal **circulation type dryer,** 7 in. centers; 110 in. **knife capital dry dimension clippers,** 2; **Ruckel veneer jointing**

guillotine, 106 in.; Diehl No. 890 **tapeless splicers,** 2; 115 in. **knife capital grinder,** automatic feed; 200 kw. Deutz-Struver **diesel electric set;** 200 boiler hp., 150 p.s.i. **Gabriel boiler firebox type** with Dutch oven furnace; No. 30 **V-knife capital type veneer hog,** 25 hp. C. & F. Manila. Loan 59. Worldwide. Amount of credit, $259,908. Apr. 26. Quotations are to be sent to Eleuterio C. Dinulos, Tuguegarao, Cagayan, copy furnished the Industrial Financing Division, Foreign Loans & Investment Office, Central Bank of Philippines.

Turkey

Supply of **tools** and **equipment.** Loan 98. Worldwide. May 2. Etibank, General Management, Electrical Department, Ankara. Interested suppliers may obtain copies of invitation from Ebasco Services, Inc., 2 Rector St., New York 6, N.Y.★

Electrical Equipment Needed in Iraq

A potential market for U.S.-made electrical equipment exists in Iraq in connection with the National Electricity Administration's electricity grid system now under construction.

As this project develops, the Ministry of Municipalities will enter the market for a substantial amount of equipment required to outfit the stepdown substations required to transfer the bulk power to the municipal distribution nets. As an initial purchase the Ministry recently bought an 11 kv. transformer.

Communicate directly with the Ministry of Municipalities, Baghdad, and forward to that agency illustrated catalogs and brochures of equipment.

Hospital Project in Peru Opened to U.S. Bidders

Bids are invited by the Council of Public Works, Callo, Peru, for construction of Callao Women's Hospital, estimated to cost over $2 million.

Bids, accompanied by a deposit of $2,036 should reach the President, Junta de Obras Públicas del Callao, Avenida Guardia Chalaca, Cuadra 11, Callao, not later than 11 a.m. May 12.

Plans and specifications may be obtained for 2500 soles (about $93) from the Oficina Técnica at the above address.

Spain's 1961 filbert harvest is now estimated at 12,000 short tons, unshelled basis, a 6,000-ton reduction from the last forecast, the Foreign Agricultural Service reports.

This is well below the 1960 crop of 19,500 tons and the average 1954–58 production of 15,200 tons.

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

ARGENTINA: A $30 million contract for 2,850 **box cars** to be given to Canadian firms Eastern Car Co., Trenton, Nova Scotia; National Steel Car, Hamilton, Ontario; and Marine Industries, Ltd., Sorel, Quebec.

BOLIVIA: Empresa Constructora Bartos & Cia. (Casilla 1136), 282 Colon, La Paz, in conjunction with engineering firm from Peru, has been authorized to proceed with work on new La Paz **airport** (FCW, May 8, 1961, p. 19).

DAHOMEY: New 40-room **hotel** to be constructed in Coutonou will be operated by Les Relais Aeriens, subsidiary of Cie. Nationale Air France, 2 rue Marbeuf, Paris 8e, France.

HONG KONG: List of contract awards made by Government during early part of this year is available.★

KUWAIT: General Tenders Committee granted contract for construction of Kuwait's **Tuberculosis Hospital** (FCW, Dec. 11, 1961, p. 12) to Rawdatain & Co. for Engineering, P.O. Box 694, Kuwait, and their partners Kragers & Co. from Germany. Cost of contract is KD 1,580,345,660 (KD 1,000=$2.80).

LIBERIA: German Government announced contract to Vianini (Liberia), Ltd., affiliate of Vianini S.p.A., 25 Via della Ferratella, Rome, Italy, for construction of $1.3 million **embassy, chancery,** and five **staff houses** in Monrovia.

In connection with Ducor Palace Hotel project, Liberia Hotels Corp., Monrovia, awarded $1.7 million contract for construction of **extension to hotel** to Liberian Construction Co., P.O. Box 100, 152 Gurley St., Monrovia. Contract for management of hotel went to International Hotels Corp., subsidiary of Pan American World Airways, Inc., 135 E. 42d St., New York 17, N.Y.

Lenz-Bau A.G., Hamburg, Germany, received contract for **completion and development of Sinoe Harbor.** Projects include **access roads, warehouses, housing, navigational aids,** and **ferry** across the Sinoe River. Cost set at $1.9 million.

U.S. association SHAMAG (Shulman, Hatfield, Marsen and Gens) to be awarded contract for construction of Bushrod Island **powerplant extension.** Project will take place under $45 million Exim-Bank loan.

MOZAMBIQUE: Government signed contract with naval engineering firm Constructora de Tâmega, Ltda., P.O. Box 1238, Lourenço Marques, for construction of 90-meter **extension** and widening of **wharf** at Port of Quelimane, District of Zambezia. Total cost of project ($1,215,228) will be financed by Improvement Fund, Mozambique Administration of Harbors, Railways and Transport Services, Lourenço Marques.

NETHERLANDS ANTILLES: Bids have been submitted to Public Works Department, Aruba, **for construction of office building.** List of participants available.★

Government decided to award contract for building a **pier** at St. Martin (FCW, Nov. 27, 1961, p. 24) to Van der Kwast Construction Co., Curacao, Netherlands Antilles.

NICARAGUA: Empresa Nacional de Luz y Fuerza (ENLAUF), Managua, awarded two contracts for **electromechanical equipment** in connection with Tuma River project (FCW, Nov. 20, 1961, p. 12). Sociedades Reunidas de Fabricacoes Metalicas, Lda., Rua Vice-Almirante Joao Antonio de Azevedo Coutenho, Amadora, Portugal, (SOREFAME), received contract for supply of **gates, valve,** and **penstock.** Contract for **inlet valves, turbines, generators,** and **accessory equipment** went to Gruppe Industrie Elettro Mechaniche per Impianti All'Estero of Italy.

SAUDI ARABIA: Government awarded contract for improving **airports** at Hofuf and Sakaka to Ahmad and Mohamed Salhe Kaki, P.O. Box 234, Mecca, Saudi Arabia, acting through Riyadh Trading and Projects Co. in Riyadh. Firm to build 2,800 meter **runway** at Hofuf and 1,500 meter **runway** and 260 sq. meter **terminal building** at Sakaka.

SINGAPORE: National Iron & Steel Mills, Ltd., in Singapore, concluded arrangements to purchase one 20-ton capacity **electric arc furnace** from McGraw Edison Co., St. Charles Road, Elain, Ill.

Cement Directory Price Incorrectly Reported

An announcement regarding the World Cement Directory was published on page 304 of the February 19, 1962, issue of *Foreign Commerce Weekly.*

The price, according to the publisher, should be 75 shillings instead of 75 Swedish crowns. This price is equivalent to $10.60, including postage by surface mail. An extra charge is made for transmittal by airmail.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

AUSTRALIA—South Australian Government to spend from £75 to £80 million (£1=$2.25) during next 3 years for education and construction of **elementary and secondary schools.**

Brunswick International, C.A., to spend £5.5 million in building ten **bowling centers** in next 2 years.

In joint venture with Australian Consolidated Industries, Ltd., Harbison-Walker Refractories Co., 307 5th Ave., Pittsburgh 22, Pa., will establish **plant** at Wollongong, New South Wales, to manufacture **fire bricks** and other products.

Food Machinery Australia, Ltd., 85 Kingsway, South Melbourne, Victoria, controlled by Food Machinery & Chemical Corp., San Jose, Calif., to expand into **dairy, brewery, and aerated water machinery industries.**

Howe Scale Co., Rutland, Vt., in joint venture with Fairway Scale & Tube Co. Pty., Ltd., will set up **factory** at Braybrook, Victoria.

Armstrong Cork Co., W. Liberty and Mary Sts., Lancaster, Pa., hopes to establish **manufacturing plant** this year.

AUSTRIA—Aquila-Austria to build 50 **gas stations** in Austria this year. Firm is subsidiary of Aquila of Italy, which in turn is controlled by Compagnie Francaise des Petroles, 5 rue Michel Ange, Paris (16), France.

BELGIUM—Study of Brussels' future **parking needs** and **miniature subway line** among proposals under consideration to remedy traffic problems in Belgium cities.★

BRAZIL—Ministry of Transport and Public Works, Rio de Janeiro, to spend 705 million cruzeiros (320 cruzeiros=$1) on **expansion and improvement program for port** of Pôrto Alegre. Program also includes **ports** of Rio Grande and Pelotas.

FRENCH WEST INDIES—To supplement previously reported (FCW, Sept. 11, 1961, p. 19; Oct. 9, 1961, p. 14) list of **hotel construction projects** in Martinique, list of projects for Guadeloupe now available.★

GABON—Compagnie Centrale de Distribution d'Energie Electrique (CCDEE), Libreville, to install three additional **generators** to accommodate city's electricity requirements. CCDEE will also undertake study for equipment requirements for 20,000-kw. **hydroelectric station** at Kinguele Falls.

Government considering several **development projects** including enlargement of public electric facilities in Lambarene, and public power and water supplies in Moanda, Bitam, and Oyem.

ICELAND—Government to construct small joint **airport terminal** at Reykjavik airport.

INDONESIA—Construction of **automotive vehicle plant** scheduled to be initiated by Djon Diesel Otto Motor Industri, at Tjawang, near Djakarta.

IRAN—Approval has been given to proposed establishment of joint venture **pharmaceutical plant project** which will entail $3 million investment by Olin-Mathieson Chemical Corp., 460 Park Ave., New York 22, N.Y.

IRAQ—Several projects (valued at $14 million) contained in **expansion program** for Iraq's **telecommunications facilities** may offer opportunities for sale of U.S.-made equipment and construction of broadcasting installation facilities.★

IRELAND—Foremost Dairies, Inc., 425 Battery St., San Francisco, Calif., considering establishing major **dried milk plant** in Ireland.

Major £1.5-2 million (£1=$2.80) **expansion of Guinness Brewery** at Dundalk, Co. Louth, to take place for production of lager beer.

ITALY—Newly selected industrial area to be developed by Naples consortium by constructing **buildings** and setting up **utilities** and other facilities for industrial plants.★

JORDAN—Plans are advancing for construction of four **hotels** with additional room capacity of 400 rooms including 200-room **hotel** to be built by Intercontinental Hotels Corp., 135 E. 42d St., New York, N.Y.

LAOS—Constructions works are progressing at Government's 74-room **hotel** in Vientiane. Architect for project interested in purchasing two 100-kw. **generators** and 10 multiple **air-conditioning units** (preferably Carrier). Write in French to Kham Phet, B.P. 57, Vientiane.

LIBERIA—Bids for German-American Mining Co.'s 50-mile standard-gage **railroad** to be invited in 2 to 3 months. (FCW, Mar. 19, p. 456.) Inquiries should be sent to Gewerkschaft Exploration, Steinstrasse 20, Duesseldorf, Germany.

Construction to be initiated soon on new $550,000-$600,000 Chase Manhattan and Episcopalian Mission **office building** in Monrovia. Write to Bishops House, P.O. Box 277, Monrovia.

Government plans construction of new **police headquarters** in Monrovia at estimated cost of $300,000, new **buildings** for Departments of Defense and Public Instruction and $1.8 million **central prison.** Write to Department of Public Works and Utilities, Monrovia.

Ministry of Public Works and officials from Ivory Coast studying plans for construction of direct **road link** between the two countries.

Lutheran Mission's **Phebe Hospital and School of Nursing** nearing implementation stage. Project will be located near Cuttington College, north of Suakoko, and will include fully equipped 60-bed hospital. Bids for $1 million development to be invited in May. Designs and specifications prepared by Stanley Engineering Co., Muscatine, Iowa.

LUXEMBOURG—Plant to manufacture small **cranes** and **lifting equipment** at Clervaux to be built by Cleveland Crane and Engineering Co., Wickliffe, Ohio.

MEXICO—Compañia Tetraetilo de Mexico S.A., presently constructing **lead-tetraethyl plant,** first part of large industrial complex to be erected at Pajaritos, near Coatzacoalcos. Projects, in addition to lead-tetraethyl plant, include **bromine plant, salt and soda plant, ethylene and acetaldehyde plant, sodium carbonate and chlorine derivates plant,** and 80,000 kw. **electric plant.**

Expansion plans, involving purchases of **machinery,** to be implemented by Compañia Industrial de Atenquique, paper manufacturing firm in Jalisco.★

MOROCCO—Ministry of Information studying proposal for construction of **plant** at Tetuan for assembly of **television sets.** Bureau d'Etudes et de Participations Industrielles, Rabat, expected to be responsible for project.

NETHERLANDS—Verolme Dock and Shipbuilding Co., P.O. Box 610, Rotterdam, announced it will expand **shipbuilding facilities** at Sarpsborg, Norway.

NETHERLANDS ANTILLES—Aruba businessman Ruben D. Mansur considering building **plant** to make **calcium carbide.** His address is P.O. Box 106, Oranjestad, Aruba, Netherlands Antilles.

PARAGUAY—At request of CORPOSANA, Municipal Waterworks system of Asunción, Inter-American Development Bank considering financing $5.4 million **rain drainage project** for Asunción.

Inter-American Development Bank

considering extending credit for **development projects** which include the Acaray-Monday **hydroelectric plant.**

PERU—About 12 separate **hospitals** under construction or active consideration in various cities of Peru. Additional 400-bed **hospital** to be constructed in Callao; bids for this project should be solicited in May. Write to Instituto de Viviendes, Lima, or Director General de Salud Pública, Lima.

PHILIPPINES—Philippine businessman J. Amado Araneta and Co., Uy Chaco Bldg., Plaza Moraga, Manila, intends to build 2,000-room **hotel** in Cubao, Quezon City.★

SIERRA LEONE—A £280,000 ($784,000) Sierra Leone Selection Trust loan to assist the Government in implementation of **water supply scheme** at Koidu in Kono District.

SPAIN—In joint venture with U.S. Allied Chemical Corp., La Alquimia Compañia Anónima, Via Layetana 37, Barcelona, to set up **facilities** to produce **aluminum salts and hydrates.**

Local authorities considering enlarging Santa-Cruz-de-Tenerife **airport runway** by 1,000 meters and improving **landing facilities.**

Newly formed cotton growers cooperative, Virgen de los Reyes, Seville, to undertake several **industrial projects** which will call for machinery purchases.★

Plans have been announced for construction of **airport** near Gerona, on main highway between Barcelona and French border at La Junquera. Airport will have single 2,000 x 45 meter runway. Write to Ministry of Public Works, Madrid.

Two **hydroelectric powerplants** to be built downstream of Flix on Ebro River in Province of Tarragona, by group partly controlled by Instituto Nacional de Indústria (INI), Madrid.

UNITED KINGDOM—Imperial Chemical Industries, Ltd., Imperial Chemical House, Millbank, London SW.1., England, reaffirmed its intention to construct **terylene plant** in Kilroot near Belfast and announced plans to further expand this **factory.**

VIET NAM—Saigon Port Authorities proposing to U.S. Operations Mission construction of **reinforced concrete pier.**

A loan equivalent to $20 million has been made to the **Industrial Credit and Investment Corporation of India, Ltd.** (ICICI), a privately owned and managed development bank established to promote the growth of private industry in India, the International Bank for Reconstruction and Development has announced.

The loan will be used to meet the foreign exchange requirements of projects financed by the Corporation.

NEW World Trade OPPORTUNITIES

• The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

011 Field Crop Farms

Germany

Raw cotton. Ulrich Gminder AG (manufacturer, importer, exporter), 112-143 Tuebinger Str., Reutlingen, Wuerttemberg. WTD 2/27/62.

019 Miscellaneous Commercial Farms

Netherlands

Chinchillas-lanigera, live furbearing animals. Chinchilla farm A. Bosch (Bosch International Chinchilla), (importer), 23 Dahliastraat, Aalst. WTD 2/23/62.

200 Food

Italy

Seed oils, sugar, other foods. Direct purchase and agency. Giovanni Bigot (importer, wholesaler, retailer), Via Garibaldi 6, Gorizia. WTD 2/21/62.

201 Meat Products

Belgium

Frozen meat. Louis Cousin (commission agent), 13 rue Francois Dons, Brussels 5. WTD 2/19/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Cyprus

Soya beans. Dr. Antonios Papageorghiou, Director, Ptenotrophiki Eteria Ambelokipon (poultry farm), P.O. Box 219, Nicosia. WTD 8/11/61.

Japan

Dried Hawaiian pineapple. Kyoei Trading Co., Ltd. (importer), No. 22, 8-chome, Kobiki-cho, Naka-ku, Nagoya. WTD 11/30/61.

204 Grain Mill Products

Indonesia

Poultry feeds and minerals. C. V. Ekasapta (importing distributor, manufacturer), Djalan Kopi 52 (atas), Djakarta. WTD 2/15/62.

208 Beverage Industries

Netherlands

Alcoholic beverages. The Marton Sales (importer, exporter, commission agent), 79a Henegouwerlaan, Rotterdam 3. WTD 9/1/61.

220 Textile Mill Products

Germany

High quality contemporary curtain and drapery fabrics. W. Schroeer, Moebelhaus (retailer), 129-135 Alte Linnerstr., Krefeld. WTD 2/15/62.

Netherlands

Nylon taffeta, plain raw woven materials, tricot and rayon materials, other furnishing fabrics for quilted blankets, bed spreads, curtains. Direct purchase and agency. H. B. J. Spekhorst (manufacturer's agent, importing distributor), 331 Groene Zoom, Rotterdam. WTD 2/27/62.

227 Floor Covering Mills

Germany

High quality contemporary carpets and rugs. W. Schroeer, Moebelhaus (retailer), 129-135 Alte Linnerstr., Krefeld. WTD 2/15/62.

229 Miscellaneous Textile Goods

France

All kinds of rags. Société H. Boretti & Cie. (importing distributor), 31 avenue des Platanes, Marseille 10. WTD 2/21/62.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

Switzerland

Men's suits, medium priced. Spengler A. G. (importer, retailer), 62 Leimenstrasse, Basel. WTD 2/16/62.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Switzerland

Men's shirts, trousers, and raincoats; medium priced. Spengler A. G. (importer, retailer), 62 Leimenstrasse, Basel. WTD 2/16/62.

233 Women's, Misses', Juniors', Outerwear

Switzerland

Dresses and coats for young women and teenagers, medium-priced. Spengler A. G. (importer, retailer), 62 Leimenstrasse, Basel. WTD 2/16/62.

239 Miscellaneous Fabricated Textile Products

Italy

Marine rope and cable, sails, deck supplies. General-Craft SpA—Cantieri Navali (manufacturer, exporter, importer), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

242 Sawmills, Planing Mills

Italy

Decking, flooring, and cabin topping for boats. General-Craft SpA—Cantieri Navali (manufacturer, exporter, importer), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

251 Household Furniture

Germany

High quality contemporary furniture. W. Schroeer, Moebelhaus (retailer), 129-135 Alte Linnerstr., Krefeld. WTD 2/15/62. Brochures.★

252 Office Furniture

Germany

High quality contemporary office furniture. W. Schroeer, Moebelhaus (retailer) 129-135 Alte Linnerstr., Krefeld. WTD 2/15/62.

261 Pulp Mills

Indonesia

Wood pulp, bleached sulphate, 400 tons. Pintu Besar Trading Co. (importing distributor), Kali Besar Barat 29, Djakarta. WTD 7/19/61.

263 Paperboard Mills

Australia

Paperboard. Gordon & Gotch (Australasia), Ltd. (importing distributor, manufacturer's agent), 511 Little Collins St., Melbourne, C.1. WTD 12/21/61.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

264 Converted Paper, Paperboard Products

Australia

Printing, writing, and wrapping papers. Direct purchase and agency. Gordon & Gotch (Australasia), Ltd. (importing distributor, manufacturer's agent), 511 Little Collins St., Melbourne, C.1. WTD 12/21/61.

Philippines

Paper impregnated with silicones and used for lining baking tins and trays. Smith, Bell & Co. (Philippines), Ltd. (importing distributor, manufacturer's agent, manufacturer, exporter), Attn.: Miss S. G. Gomez, P.O. Box 311, Manila. WTD 1/10/62.

281 Industrial Chemicals

Germany

Chloroacetophenone. J. G. Baucus KG (importing distributor, wholesaler), 28 Koeln-Trierer Str., Oberhausen/Eifel. WTD 2/21/62.

Indonesia

Sulphuric acid for battery assembling factory. Tiga Saudara (importer, wholesaler, manufacturer), Djalan Gadjah Mada 106, Djakarta. WTD 1/30/62.

283 Drugs

Germany

Regular vitamins and vitamins soluble in water as an additive to animal feed. Westfaelische Central-Genossenschaft eGmbH (farmers' cooperative), 110 Industrieweg, Muenster/Westfalen. WTD 2/26/62.

Indonesia

Medicines for the poultry industry. C. V. Ekasapta (importing distributor, manufacturer), Djalan Kopi 52 (atas), Djakarta. WTD 2/15/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

England

Polyethelene wax and wax blends. Wynmouth Lehr & Co., Ltd. (importer), 2 Thames House, Queen St. Place, London, EC.4. WTD 6/14/61.

Netherlands

Cosmetics in most current containers. The Marton Sales (importer, exporter, commission agent), 79a Henegouwerlaan, Rotterdam 3. WTD 9/1/61.

285 Paints, Varnishes, Lacquers, Enamels

France

Wall and floor paints. Direct purchase and agency. Docks des Cimenteries Reunies, S.A. (manufacturer, trader, importer), 40 rue des Mathurins, Paris 8. WTD 12/21/61.

Italy

Marine paints. General-Craft SpA—Cantieri Navali (manufacturer, exporter, importer), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

307 Miscellaneous Plastics Products

France

Plastic wall and floor coverings. Direct purchase and agency. Docks des Cimenteries Reunies, S.A. (manufacturer, trader, importer), 40 rue des Mathurins, Paris 8. WTD 12/21/61.

Switzerland

Plastic sheeting PVC, floor covering PVC tiles and rolls, adhesive plastics PVC, plasticized table covers of colored woven fabrics. Direct purchase and agency. Schwarzmann & Co. (importer, trading firm). WTD 2/21/62.

322 Glass, Glassware

Philippines

Frameless glass doors. Pacific Glass Co. (importer, wholesaler, manufacturer), 1503 Claro M. Recto Ave., Manila. WTD 2/26/62.

325 Structural Clay Products

France

Ceramic wall and floor coverings. Direct purchase and agency. Docks des Cimenteries Reunies, S.A. (manufacturer, trader, importer), 40 rue des Mathurins, Paris 8. WTD 12/21/61.

326 Pottery

England

Vitreous and semivitreous pottery sanitary sets: Baths, lavatories, and toilets. General Trade Equipment, Ltd. (importer), 82-90 Seymour Place, London, W.1. WTD 9/24/60.

Netherlands Antilles

Vitreous and semivitreous pottery sanitary ware for kitchens and bathrooms. Direct purchase and exclusive agency for Curacao and Aruba. N. V. Technische Handelmaatschappij "Elga" (retailer, distributor, contractor), Parera, Curacao. WTD 2/20/59.

331 Steel Mill Products

Germany

Ferrous metal scrap. Direct purchase and agency. Internationale Handelsagentur G. Peter Weinburg (importer, broker, sales agent), 80 Hindenburgstr., Ludwigsburg, Wuerttemberg. WTD 2/28/62.

India

Tool and alloy steel, carbon steel rods, high speed steel, die steel, stainless steel, spring steel wire, and spring steel strips, in the value of $21,265.28 annually. Goyal Loom Industries (manufacturer), Talab Bazar, Ludhiana, Punjab. WTD 2/23/62.

332 Iron, Steel Foundries

Indonesia

Iron water pipes for 4-year plan of the Djakarta Office of Public Works. Firma Tulus (commission merchant), Djalan Ungaran 27, Djakarta III/9. WTD 2/7/62. Specifications.★

333 Primary Smelting, Refining of Nonferrous Metals

Germany

Nonferrous metals and alloys; nonferrous metal and alloy scrap. Direct purchase and agency. Internationale Handelsagentur G. Peter Weinburg (importer, broker, sales agent), 80 Hindenburgstr., Ludwigsburg, Wuerttemberg. WTD 2/28/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Indonesia

Materials for battery assembling factory: pig lead containing 6% antimony, lead powder, red lead. Tiga Saudara (importer, wholesaler, manufacturer), Djalan Gadjah Mada 106, Djakarta. WTD 1/30/62.

336 Nonferrous Foundries

Italy

Marine propellers and anchors. General-Craft SpA—Cantieri Navali (manufacturer, exporter, importer), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

341 Metal Cans

Cyprus

Aerosol metal containers, two color and unprinted; 50,000 of each of the following sizes: 6 oz., 10 oz., and 14 oz. Eureka, Ltd. (manufacturer), P.O. Box 277, Famagusta. WTD 12/21/61.

342 Cutlery, Hand Tools, General Hardware

Belgium

Cutlery, hand tools. Direct purchase and agency. Fl. Pardaen & Co. S.P.R.L. (importer, agent), 60 avenue de la Station, Vilvorde. WTD 2/19/62.

Germany

Furniture hardware, such as hinges, and other invisible furniture hardware. H. Ronicke Soehne (manufacturer), 87a Friedrich-Wilhelm-Str., Minden/Westf. WTD 2/19/62.

Italy

Marine hardware. General-Craft SpA—Cantieri Navali (manufacturer, exporter, importer), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

Rhodesia and Nyasaland

Slotted steel angles used for shelving and tables. Salisbury Plywood & Timber (Pvt.), Ltd. (importing distributor), P.O. Box 1142, Salisbury, Southern Rhodesia. WTD 1/16/62.

343 Heating Apparatus, Plumbing Fixtures

England

Sanitary sets of enameled iron, cast iron, or pressed metal: Baths, lavatories, and toilets. General Trade Equipment, Ltd. (importer), 82-90 Seymour Place, London, W.1. WTD 9/24/60.

Netherlands Antilles

Enameled iron, cast iron, or pressed metal sanitary ware for kitchens and bathrooms. Direct purchase and exclusive agency for Curacao and Aruba. N. V. Technische Handelmaatschappij "Elga" (retailer, distributor, contractor), Parera, Curacao. WTD 2/20/59.

344 Fabricated Structural Metal Products

Switzerland

Prefabricated houses, steel and plastic construction. Direct purchase and agency. Jansen & Co., Ltd. (manufacturer), Oberriet, Canton St. Gall. WTD 2/27/62.

349 Miscellaneous Fabricated Metal Products

Indonesia

Valves, taps, gate valves, air valves, and other iron water pipe fittings for the 4-year plan of the Djakarta Office of Public Works. Firma Tulus (commission merchant), Djalan Ungaran 27, Djakarta III/9. WTD 2/7/62. Specifications.★

Water Purification System Asked in Luxembourg

The Government of Luxembourg has published an invitation to bid on the construction of a water treatment station at Esch-sur-Sure, together with the installation of water purification equipment.

Estimated cost of this project is between $1 and $2 million.

Specifications for the station may be obtained from R. Heinerscheid, regional engineer, 1 rue de Stavelot, Diekirch, Luxembourg. Bids will be accepted until the end of May.

351 Engines, Turbines

Germany

Diesel injection equipment. Direct purchase and agency. Eugen Trost—Motorenteile (manufacturer, importer, wholesaler, manufacturer's agent), 56 Waiblinger Str., Stuttgart-Bad-Cannstatt. WTD 1/18/62.

Italy

Marine and outboard motors, gas and diesel, from 10 to 200 hp. General-Craft SpA—Cantieri Navali (manufacturer, importer, exporter), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

352 Farm Machinery, Equipment

Indonesia

Incubators and spare parts, vaccinators for poultry industry. C. V. Ekasapta (importing distributor, manufacturer), Djalan Kopi 52 (atas), Djakarta. WTD 2/15/62.

354 Metalworking Machinery, Equipment

France

Maintenance and repair equipment for automobiles. Direct purchase and agency. Sainte-Odile Automobiles, S.A. (trader, wholesaler, distributor, sales agent), 20 avenue Paul-Adam, Paris 17. WTD 12/21/61.

355 Special Industry Machinery

France

Walnut packaging machinery, including automatic weighers and fillers (capacity 250, 400, and 500 grams per cellophane bag or net). Philippe Ranoux (grower, wholesaler, importer, exporter), Saint-Robert, Correze. WTD 2/1/62.

Germany

Double-thread sewing machines for hemming mops; 4,000 to 5,000 stitches per minute. Hermann Biederlack & Co. (spinning and weaving mill), Greven/

Westfalen. WTD 4/6/61. Cloth sample.★

One plastics extruder. Moritz Schmidt (manufacturer), 28 Kurfuersten Weg, Langenfeld-Rhld.-Immigrath. WTD 2/26/62.

Fully or partly automatic machines for packing eggs in lots of 6, 12, 18, or 30. Westfaelische Central-Genossenschaft (farmers' cooperative), 110 Industrieweg, Muenster/Westfalen. WTD 2/26/62.

Indonesia

Machinery and equipment for battery assembling factory: Complete unit of modern machines, battery containers, battery separators. Tiga Saudara (importer, wholesaler, manufacturer), Djalan Gadjah Mada 106, Djakarta. WTD 1/30/62.

Bone and corn milling and mixing machines for poultry feed. C. V. Ekasapta (importing distributor, manufacturer), Djalan Kopi 52 (atas), Djakarta. WTD 2/15/62.

Liberia

Design and installation by supplier invited for complete saw mill costing $100,000-$125,000; payment from proceeds of production. Thomas Tetteh & Co. (Liberia), Inc. (timber rights holder), P.O. Box 145, Monrovia. WTD 2/28/62 for Arthur Sherman Enterprises, Inc.

Saudi Arabia

Printing equipment: Offset, multicolor rototype, zincograph equipment; automatic binding machinery suitable for medium volume publishing of newspapers, magazines, books. Printing, Press & Publication Establishment, Ltd. (publisher), P.O. Box 381, Jidda. WTD 12/21/61.

356 General Industrial Machinery, Equipment

India

One bag packing plant with single spout valve to pack refractory silica cement. Orissa Cement, Ltd. (manufacturer), Attn.: J. Dalmia, Director, P.O. Box 364, Scindia House, New Delhi 1. WTD 2/23/62. Specifications.★

Italy

Marine equipment: Automatic water pressure systems, self-priming ballbearing utility pumps. General-Craft SpA—Cantieri Navali (manufacturer, exporter, importer), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

Norway

Label presses and dispensers, single and multicolor for pressure sensitive materials. Direct purchase and agency. Ivar Asting A/S (manufacturer's agent), 69 Oscarsgate, Oslo. WTD 1/23/62.

357 Office, Computing, Accounting Machines

England

Offset-litho printing machines for office use. Ellams Duplicator Co., Ltd. (manufacturer, distributor), Walton Rd., Bushey Hall Rd., Watford, Herts. WTD 2/9/59.

358 Service Industry Machines

Ireland

Electric ovens, microwave, ionizing radiation, high frequency varieties, for meat cooking and sterilization; capacity of less than 10 cu. ft. Donnelly Dublin, Ltd. (bacon curer, sausage manufacturer), Cork St., Dublin. WTD 12/21/61.

Italy

Small freezing apparatus for boats, General-Craft SpA—Cantieri Navali (manufacturer, exporter, importer), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

South Africa

Ventilation, air-conditioning, and dust control equipment, such as units, compressors, fans. Air Systems (Pty.), Ltd. (contractor), 6 Beach Rd., Woodstock, Cape Town. WTD 12/21/61.

360 Electrical Machinery, Equipment, Supplies

Germany

Electrical equipment per catalogue★, such as fuse bases, hand-operated control equipment, contractors and combinations, control devices, accessories. Direct purchase and agency. Moellenhoff & Kruse GmbH (wholesaler, importing distributor), Postfach 1124, Hagen/Westphalia. WTD 12/19/61.

364 Electric Lighting, Wiring Equipment

Germany

High quality contemporary electric lamps. W. Schroeer, Moebelhaus (retailer), 129-135 Alte Linnerstr., Krefeld. WTD 2/15/62.

Iraq To Construct Highway Bridge

Bids are invited by the Ministry of Communications, Government of Iraq, for construction of a highway bridge over the Euphrates River at Fallujah Town, 60 kilometers (8 kilometers=about 5 miles) west of Baghdad.

Included in the work is a six-span bridge, 460 meters long (1 meter=approximately 3 ft. 3 in.), with steel superstructure, ramps, and approaches. Bidders may submit an alternate design in reinforced or prestressed concrete.

Bids accompanied by a preliminary deposit of $56,000 should be submitted to the Tenders' Box, Ministry of Communications, Baghdad, before 12 noon July 7.

Tender documents are available from the Contracts Division, Directorate General of Roads and Bridges, Baghdad, for $84 a set. They may be inspected at the Planning Division in the Directorate.

366 Communication Equipment

Italy

Marine sirens. General-Craft SpA—Cantieri Navali (manufacturer, exporter, importer), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

Norway

Recorded tapes for educational purposes at schools, high school and university level, English text, all subjects including music. Monrad Djavenes (wholesaler), 12 Kirkegaten, Oslo. WTD 2/14/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Germany

Automotive electric equipment. Direct purchase and agency. Eugen Trost—Motorenteile (manufacturer, importer, wholesaler, manufacturer's agent), 56 Waiblinger Str., Stuttgart-Bad Cannstatt. WTD 1/18/62.

371 Motor Vehicles, Motor Vehicle Equipment

Canada

Automotive parts. Mair's Clutch & Brake Service Co., Ltd. (manufacturer's agent), 2086 Albert St., Montreal, Quebec. WTD 3/1/62.

France

Spare parts and accessories for automobiles. Direct purchase and agency. Sainte-Odile Automobiles, S.A. (trader, wholesaler, distributor, sales agent), 20 avenue Paul-Adam, Paris 17. WTD 12/21/61.

Accessories and newly developed articles for automobiles. Direct purchase and agency. Grande Armee Automobiles, S.A. (wholesaler, distributor), 71 avenue des Ternes, Paris 17. WTD 12/21/61.

Automobiles and automobile accessories. Direct purchase and agency. Como-Automobiles, S.A. (distributor), 82-84 boulevard Voltaire, Paris 11. WTD 12/21/61.

Hong Kong

Street-cleaning equipment of the self-loading type. Aero Technical Corp., Ltd. (importer, sales agent), Alexandra House, Hong Kong. WTD 2/27/61.

Indonesia

Small compact car (2 or 4 cylinders) components. John's Building Co., Djalan Menteng Raya 74, Djakarta. WTD 12/21/61.

Liberia

Lumber trucks. Thomas Tetteh & Co. (Liberia), Inc. (timber rights holder), P.O. Box 145, Monrovia. WTD 2/28/62 for Arthur Sherman Enterprises, Inc.

373 Ship, Boat Building, Repairing

France

Pleasure boats and cruisers. Direct purchase and agency. Como-Automobiles,

S.A. (distributor), 82-84 boulevard Voltaire, Paris 11. WTD 12/21/61.

374 Railroad Equipment

India

Two broad gage diesel shunting locomotives. Orissa Cement, Ltd. (manufacturer), Attn.: J. Dalmia, Director, P.O. Box 364, Scindia House, New Delhi 1. WTD 2/23/62. Specifications.★

381 Engineering, Laboratory, Scientific, Research Instruments

Italy

Marine compasses. General-Craft SpA—Cantieri Navali (manufacturer, exporter, importer), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Italy

Marine speedometers. General-Craft SpA—Cantieri Navali (manufacturer, exporter, importer), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

386 Watches, Clocks, Clockwork Operated Devices, Parts

Italy

Marine clocks. General-Craft SpA—Cantieri Navali (manufacturer, importer, exporter), Fossa Gallo, Mondello, Palermo. WTD 2/23/62.

Iraq Invites Tenders For Paper Bags

Bids are invited by the Iraq Government-owned Mosul Sugar Refinery for one million paper bags for packaging cube sugar.

The bags are to have a face width of 100 millimeters and a gusset of 60 millimeters, similar to bags used by U.S. sugar firms. On one face of the bags must be printed, "Mosul Sugar Refinery. Crystal Sugar. 1 KG. NET. Made in Iraq." The identical legend, in Arabic is to be printed on the opposite face.

Prices should be quoted c. and f. both to Basra and to Mosul via Beirut or via Iskenderun. Quotation should include a breakdown on the printing costs covering one-color and two color (alternate lines) printing.

Offers should be sent as soon as possible to Omar al-Aidaroosi, Director of Management, Ministry of Industry, Baghdad.

The Ministry of Industry has indicated this may be the beginning of a long-term contract if the initial order is satisfactory.

399 Miscellaneous Manufacturing Industries

Germany

High quality contemporary lamp shades; handicraft items suitable for furniture outlets. W. Schroeer, Moebelhaus (retailer), 129-135 Alte Linnerstr., Krefeld. WTD 2/15/62.

509 Miscellaneous Wholesalers

Germany

New and used cotton and woolen mill waste, new cuttings for production of polishing discs; used textile articles from U.S. Army surplus. Direct purchase and agency. Hans Loewer, Textilrohstoffe (importer, exporter, manufacturer), Muggensturm bei Rastatt. WTD 2/26/62.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Canada

Canned and preserved foods. Alexander H. Urquhart (1954), Ltd. (manufacturer's representative, importer, exporter), 483 Huron St., Toronto 5.

Fiji Islands

Canned sardines (3¾ oz. middle cut), mackerel, herring, salmon, pilchards, in natural oil, packed in 8 and 16 oz. tins; onions and garlic, fresh and dried, preferably from West Coast. A. Jalil Bros. (manufacturer's representative), P.O. Tavua. WTD 1/6/60.

France

California dried prunes (large size fruits preferred) in natural condition, in bags of 50 kilograms (110.2 lb. each, net). Prunor (Ets.), (processor, packer, importer, exporter, wholesaler), Usine de Germillac, Tonneins, Lot-et-Garonne. WTD 7/5/61.

204 Grain Mill Products

Fiji Islands

Rice, 10% broken. A. Jalil Bros. (manufacturer's representative), P.O. Tavua. WTD 1/6/60.

220 Textile Mill Products

Austria

Piece goods of all kinds, including synthetic and synthetic-blended fabrics. Handelsagentur Louis J. Ross (sales representative), 17 Salzgries, Vienna I. WTD 12/21/61.

South Africa

Dress fabrics: Printed synthetic or other fiber knitted fabrics, printed synthetic/cotton mixtures; fancy woven fabrics; men's shirtings: Printed cotton and synthetic/cotton fabrics, solid color fabrics, novelty knits; underwear fabrics: Printed flannelettes and synthetic/cotton fabrics; men's synthetic fiber suitings; nylon taffeta linings; swimwear and corsetry fabrics; tweed and frieze upholstery fabrics; curtain fabrics: Glass fiber nets, printed fabrics, art silk shantungs, honans; household fabrics: Printed tablecloth piece goods, printed sheetings. Transafrican Indent (Pty.), Ltd. (manufacturer's representative), P.O. Box 6527, Johannesburg. WTD 2/26/62.

221 Broad Woven Fabric Mills, Cotton

Australia

Cotton prints for dresses, blouses, and men's shirts. E. Pitsch Pty., Ltd. (sales agent), 125 York St., Sydney. WTD 2/9/62.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Norway

Fabrics: Synthetics and synthetic with cotton mixtures for men's dress and sport shirts. Aage Meidell Djorndal (manufacturer's agent), 82b H. Halvorsens vei, Oslo. WTD 1/22/62.

227 Floor Covering Mills

Austria

All types of floor and wall covering. Handelsagentur Louis J. Ross (sales representative), 17 Salzgries, Vienna I. WTD 12/21/61.

228 Yarn, Thread Mills

Philippines

Synthetic and stretch nylon yarns. Projects, Inc. (sales agent), P.O. Box 1402, Manila. WTD 12/21/61.

251 Household Furniture

Canada

Summer furniture. Alexander H. Urquhart (1954), Ltd. (manufacturer's representative, importer, exporter), 483 Huron St., Toronto 5.

263 Paperboard Mills

Germany

Kraft liner board. Trygve Paulsen GmbH (manufacturer's agent), Chilehaus B, Hamburg 1. WTD 10/6/61.

264 Converted Paper, Paperboard Products

Switzerland

Self adhesive paper masking tapes. Schoop & Co., U. E. (importing distributor, manufacturer's agent), Chillerweg 8, Erlenbach, near Zurich. WTD 2/27/62.

281 Industrial Chemicals

Liechtenstein

Chemicals: Raw materials, semi-finished and finished products. Agency for Western Europe. Etablissement

Marketing Survey Begun Of Medical Equipment In Latin America, Europe

The Business and Defense Services Administration is currently conducting a marketing survey of health supplies and equipment in the major countries of Central America, South America, and Europe.

The information, being compiled by the commercial representative of the Embassy in each country, covers such marketing information as production, channels of distribution, consumption, foreign trade, and market potential of dental instruments, apparatus and supplies; surgical instruments and supplies; hospital equipment and supplies; and X-ray and therapeutic apparatus.

Reports are available now on Argentina, Austria, Bolivia, Chile, Colombia, El Salvador, France, Germany, Guatemala, Honduras, Mexico, Nicaragua, Norway, Paraguay, Peru, Portugal, Sweden, Uruguay, and Venezuela.

Reports will be available later from: Belgium, Brazil, Costa Rica, Denmark, the Dominican Republic, Ecuador, Finland, Greece, Haiti, Ireland, Italy, Luxembourg, the Netherlands, Panama, Spain, Switzerland, Turkey, the United Kingdom, and Yugoslavia.

Copies of individual country reports may be obtained from Nathan D. Golden, Director, Scientific, Photographic, and Business Equipment Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

N.A.C.C.O. (importing distributor), Stadtle 19, Vaduz. WTD 2/28/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

Synthetic fibers for spinning mills; similar or complementary products for spinning mills. Exclusive agency with depot. Ets. Pichard Freres, S.A. (producer, wholesaler, importer, exporter), 34 rue de la Republique, Montreuil-sous-Bois (Seine). WTD 3/20/61.

283 Drugs

Ceylon

Patent medicines, proprietary drugs, and pharmaceuticals. Asian & Continental Agency Co. (importing distributor), No. 51 (1st fl.), First Cross St., Colombo 11 (P.O. Box 1318). WTD 2/26/62.

Switzerland

Brand name pharmaceuticals. Jean Bollhalter & Co. (manufacturer), 2 Merkurstrasse, St. Gallen. WTD 2/23/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Switzerland

Brand name cosmetics. Jean Bollhalter & Co. (manufacturer), 2 Merkurstrasse, St. Gallen. WTD 2/23/62.

285 Paints, Varnishes, Lacquers, Enamels

Guatemala

Waterproof asphalt base products and paints. Asfaltos de Guatemala, Ltda.—Asfalgua (manufacturer), Avenida Reforma 14-14, Zona 9, Guatemala City. WTD 11/2/61.

287 Agricultural Chemicals

France

Agricultural chemical products of all types, including fertilizers and insecticides; principally copper sulphate. Ets. Ed. Trione & Fils (wholesaler, commission merchant, sales agent, importer, exporter), 48 Quai des Chartrons, Bordeaux, Gironde. WTD 2/16/62.

Pakistan

Fertilizers, insecticides, fungicides, and pesticides. Adamali Mohamedali Lotia & Co. (manufacturer's agent, commission merchant), 17, Chartered Bank Chambers, McLeod Rd., Karachi. WTD 12/29/61.

Venezuela

Agricultural insecticides for domestic animals and use in dusting or spraying crops, particularly cotton; weed killers. Unitec Falcon, C.A. (manufacturer's agent), Edificio Casa-Bera, Piso 4, Oficina 406, Esquina Urapal, Avenida Urdaneta, Caracas. WTD 1/31/62.

301 Tires, Inner Tubes

France

Tube repair products. Equipements Automobiles & Industriels, S.A. (trader), 115 rue de la Croix-Nivert, Paris 15. WTD 12/21/61.

306 Fabricated Rubber Products

Philippines

Rubber belting, V-belts. People's Merchandising Co., Ltd. (importing distributor, manufacturer's agent), 420 Barbosa, Quiapo, Manila. WTD 2/26/62.

312 Industrial Leather Belting, Packing

Philippines

Leather belting. People's Merchandising Co., Ltd. (importing distributor, manufacturer's agent), 420 Barbosa, Quiapo, Manila. WTD 2/26/62.

325 Structural Clay Products

Philippines

Fire bricks. People's Merchandising Co., Ltd. (importing distributor, manufacturer's agent), 420 Barbosa, Quiapo, Manila. WTD 2/26/62.

331 Steel Mill Products

Philippines

Wire rope, steel cable, steel sheets and plates. People's Merchandising Co., Ltd. (importing distributor, manufacturer's agent), 420 Barbosa, Quiapo, Manila. WTD 2/26/62.

342 Cutlery, Hand Tools, General Hardware

Canada

Hand tools, cutlery items, nonelectric can openers and housewares. Alexander H. Urquhart (1954), Ltd. (manufacturer's representative, importer, exporter), 483 Huron St., Toronto 5.

France

Small portable tools used in repairing automobile tires. Equipements Automobiles & Industriels, S.A. (trader), 115 rue de la Croix-Nivert, Paris 15. WTD 12/21/61.

Rhodesia and Nyasaland

Inexpensive shelf hardware, bar supplies and hand tools. John R. Lentell & Co. (manufacturer's agent), P.O. Box 2679, Salisbury, Southern Rhodesia. WTD 10/25/61.

352 Farm Machinery, Equipment

Netherlands

Agricultural implements. Exclusive agency for Benelux countries. Firma H. van Gemert (importer, wholesaler, manufacturer), 40 Molenstraat, Wanroy. WTD 12/21/61.

Pakistan

Agricultural power sprayers. Adamali Mohamedali Lotia & Co. (manufacturer's agent, commission merchant), 17, Chartered Bank Chambers, McLeod Rd., Karachi. WTD 12/29/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

All kinds of machinery for drilling and production of petroleum and natural gas. Edeco GmbH (manufacturer's agent), Warburgstrasse 26, Hamburg 26. WTD 6/16/61.

Philippines

Industrial cranes and hoists. People's Merchandising Co., Ltd. (importing distributor, manufacturer's agent), 420 Barbosa, Quiapo, Manila. WTD 2/26/62.

354 Metalworking Machinery, Equipment

Canada

Power driven hand tools. Alexander H. Urquhart (1954), Ltd. (manufacturer's representative, importer, exporter), 483 Huron St., Toronto 5.

Philippines

Machine tools, cutting and precision. People's Merchandising Co., Ltd. (importing distributor, manufacturer's

Iran Issues Three Tenders For Copper Cathodes, Zinc

Three separate bids are invited by Iran for supply and delivery of copper cathodes, zinc sheets, and electrolytic zinc.

One bid covers 880,000 pounds of electrolytic copper cathodes, 99.9 percent minimum. Bid deadline is Apr. 21.

The second bid calls for 26,400 pounds of zinc sheets, 1,000 by 1,000 by 0.2 millimeters, packed in standard 100-kilogram wood cases. Bid deadline is May 1.

The third bid covers 660,000 pounds of electrolytic zinc, 99.98 percent minimum. Bid deadline is May 17.

Bids should reach the Edareh Taslihate (Armament Department of the Imperial Iranian Army), D.T. Section, Avenue Jaleh, Tehran, prior to the indicated deadlines.

A copy of the specifications for each tender is available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

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agent), 420 Barbosa, Quiapo, Manila. WTD 2/26/62.

355 Special Industry Machinery

France

Machinery to vulcanize and repair tires. Equipements Automobiles & Industriels, S.A. (trader), 115 rue de la Croix-Nivert, Paris 15. WTD 12/21/61.

Germany

Large cross and rapid cutters for the paper industry, cutting width 2.5 meters. Requests responses in German only. Kurt Neuser (manufacturer's agent), Hinterfeld, Haus Vogelsang, Kaarsts Bez. Duesseldorf. WTD 6/7/61.

Philippines

Machinery for sawmill, logging, plywood, sugar mill, and dairy. People's Merchandising Co., Ltd. (importing distributor, manufacturer's agent), 420 Barbosa, Quiapo, Manila. WTD 2/26/62.

Rhodesia and Nyasaland

Used and new machinery for spinning paper yarn. Richard Daggitt Agencies (Pvt.), Ltd. (manufacturer's agent), P.O. Box 3199, Salisbury, Southern Rhodesia. WTD 12/19/61.

356 General Industrial Machinery, Equipment

Germany

Machines for manufacture of plastic-foil packages with tear-open strip for use in cigarette and pharmaceutical industries. Requests responses in German only. Kurt Neuser (manufacturer's agent), Hinterfeld, Haus Vogelsang, Kaarst Bez. Duesseldorf. WTD 6/7/61.

Philippines

Pumps and compressors. People's Merchandising Co., Ltd. (importing distributor, manufacturer's agent), 420 Barbosa, Quiapo, Manila. WTD 2/26/62.

362 Electrical Industrial Apparatus

Philippines

Welding equipment and rods. People's Merchandising Co., Ltd. (importing distributor, manufacturer's agent), 420 Barbosa, Quiapo, Manila. WTD 2/26/62.

363 Household Appliances

Belgium

Electric household appliances. Trade & Technique Corp. S.A. (importing distributor, wholesaler), 108 Plantijn en Moretuslei, Antwerp. WTD 2/26/62.

Netherlands

Household refrigerators. Exclusive agency for Benelux countries. Firma H. van Gemert (importer, wholesaler, manufacturer), 40 Molenstraat, Wanroy. WTD 12/21/61.

365 Radio, Television Receiving Sets

Australia

Tape for tape recorders. Leo Rogaly & Lewis Pty., Ltd. (importer), Box 2620, G.P.O., Sydney. WTD 12/2/60.

366 Communications

Spain

Electronic railroad signaling equipment. Miguel Ortega (importer, wholesaler, retailer, agent), Alberto Aguilera 11, Madrid 15. WTD 7/21/60.

367 Electronic Components, Accessories

France

Electronic components and parts, especially miniature potentiometers and resistors, also miniature equipment for printed circuits. Europelec, S.A. (manufacturer, importer, distributor), rue Jean-Jaures, Les Clayes-sous-Bois (Seine-et-Oise). WTD 12/21/61.

371 Motor Vehicles, Equipment

France

Automobiles. Garage Central, S.A. (sales agent), 4 rue Buffault, Paris 9. WTD 12/21/61.

Automobiles. Zola Auto, S.A.R.L. (sales agent), 59 avenue Emile-Zola, Paris. WTD 12/21/61.

Motor vehicles for driving schools. Versigny Auto-Ecole, S.A.R.L. (driving school, sales agent), 162 avenue Malakoff, Paris 16. WTD 12/21/61.

373 Ship, Boat Building, Repairing

France

Fiberglass and plastic hulls for boats, such as outboards, runabouts, and dinghies. Exclusive agency for France, with financial responsibility. Societe Saimpex-Aero (manufacturer's and sales agent, distributor, importer), 28 rue Rambaud, La Rochelle, Charente-Maritime. WTD 2/28/62.

375 Motorcycles, Bicycles, Parts

France

Motorcycles, scooters, and motorbikes for driving schools. Versigny Auto-Ecole, S.A.R.L. (driving school, sales agent), 162 avenue Malakoff, Paris 16. WTD 12/21/61.

384 Surgical, Medical, Dental Instruments, Supplies

Switzerland

Adhesive plastic plasters and tapes for hospitals. Schoop & Co., U.E. (importing distributor, manufacturer's agent), Chillerweg 8, Erlenbach, near Zurich. WTD 2/27/62.

394 Toys, Amusements, Athletic Goods

Australia

Skindiving suits, swimming fins, spear guns, diving masks, depth gages, and underwater compasses. W. G. Tait & Co. Pty., Ltd. (importer, exporter), 22 Jamison St., Sydney. WTD 6/7/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

196 Small Arms Ammunition

France

Patented cartridge-wads (or plugs), "Iris"; also plastic cartridges for hunters. Direct or will conclude a licensing agreement with a U.S. manufacturer of related articles, interested in manufacturing these cartridges in the United States. Etablissements Lajus (manufacturer, wholesaler and exporter), avenue du Sabaou, Biarritz, Basses-Pyrenees. WTD 2/10/62.

200 Miscellaneous Foods

Argentina

Meat, jerked beef, sheep and horse, dried, salted, boneless; corned beef; poultry; eggs, butter and other dairy products; edible and inedible fats, tallows, and greases; canned fruits and vegetables, juices and marmalades; Burlanda distillers, dried, soluble and insoluble; wheat gluten; livestock and agricultural byproducts; South American products in general. Firm interested in representing overseas firms in South America interested in enterprises, works, and investments. Maura & Coll, S.A., Av. R. Saenz Pena 570. Buenos Aires. WTD 11/3/59.

Greece

Fresh and dried fruits; pulses; aromatic herbs, flowers and leaves; seeds; honey, cheese, olives, and other products. Peter G. Desypres Co., Ltd., (grower, drier, packer, exporter, and shipper), 3

Orvilou St., Thessaloniki. Cable Address: DESYP. List.★

202 Special Dairy Products

Switzerland

Swiss Gruyers process cheese, cheese spread, cheese with ham. Direct sales or interested in contacting manufacturers interested in exporting U.S. products to Switzerland. Schmelzkase A.G. Langnau, Emmental, Switzerland. WTD 10/6/55.

203 Canned, Cured Seafoods

Iceland

Quick-frozen fish products—fillets and clam meat. Many varieties, substantial quantities. High-class Icelandic quality. Atlantor, Ltd. (producer and exporter), Adalstraeti 6, P.O. Box 1337, Reykjavik. WTD 12/21/61.

204 Grain Mill Products

Thailand

Tapioca flour. Up to 300 tons per month, year round. A, B, C, and special grades. Direct or through agents. Yeak Hong Trading, Ltd., Partnership, (manufacturer, export merchant, commission agent, importer), 29 Sapan Pla Lane, Yannawa, Bangkok. WTD 2/8/62.

208 Brandy, Wine, Spirits

France

Bordeaux red wine (Chateau Puyfromage), 1959 classified quality, in 75 centiliter glass bottles, 12,000 bottles available. Direct or through agents. Société Civile Immobiliere de Puyfromage (wine grower, wholesaler, exporter), Saint-Cibard, Gironde. WTD 2/28/62. Pamphlets and labels in French.★

222 Broadwoven Manmade Fabric Mills

Germany

Bleached, dyed, and finished fabrics made from cotton, cellulose, and synthetics. Direct or through agents. Ulrich Gminder A.G. (manufacturer, exporter, importer), 112-143 Tuebinger Strasse, Reutlingen, Wuerttemberg. WTD 2/27/62.

235 Millinery

France

Woolen Basque berets, classic and fancy articles, for men, women, and children; fancy caps and toques (imitation fur) and other types, for women, nylon, white and colors. Good quality. Direct or through agents. Etablissements Louis Barraban (manufacturer, wholesaler, and exporter), 33 rue Palassou, Oloron-Sainte-Marie, Basses-Pyrenees. WTD 2/16/62. Descriptive pamphlets.★

236 Children's Outer Garments

Italy

Deluxe knitwear outer garments. High quality, 15,000 garments annually. Direct or through agent. L'Abeille (manufacturer), Candelu', Province of Treviso. WTD 2/26/62.

Trinidad Chamber Lists Trade Opportunities

U.S. firms interested in finding agents, importers, or exporters in Trinidad and Tobago may have their requests publicized in a new monthly bulletin published by the Trinidad and Tobago Chamber of Commerce to inform members of trade opportunities available to local firms.

The new bulletin lists individual proposals, briefly and in general terms; members may obtain details from the Secretary of the Chamber of Commerce.

U.S. firms wishing to have their proposals publicized in this bulletin should communicate with Roland Gill, manager of the Trinidad and Tobago Chamber of Commerce, Old Fort Building, South Qualy, Port of Spain, Trinidad, W.I.

238 Miscellaneous Clothing

Japan

Made-up textile goods—scarves, blouses, pajamas, aprons, tablecloths, and jewelry boxes, in nylon, silk, acetate, rayon, and cotton. A & B quality. Direct or through agents. Ueki Shoji Co., Ltd. (manufacturer and exporter), 1-1, Urafune-cho, Minami-ku, Yokohama. WTD 2/28/62.

242 Sawmill, Planing Mills

Thailand

Teak wood in planks, boards, scantlings, decking, and other conversions. First class and intermediate European quality. Up to 100 tons per month. P. & Son Trading, Ltd., Partnership (export merchant), 4 North Sathorn Rd., Corner of Wireless Rd., Bangkok. WTD 2/8/62.

277 Greeting Card Manufactures

Greece

Assorted greeting cards, with ancient Greek subjects of well-known Greek artists, Jean Th. Panagiotidis (exporter), 2 Miltiadou St., Athens.

289 Glues

Germany

Repair gum; repair kits; all kinds of glue, for office, photographic, and other industries. Chemische Fabrik Asperg Karl Eichhoefer K. G. (manufacturer, exporter), 43-45 Steiermaerkerstrasse, Stuttgart-Feuerbach. WTD 2/21/62.

333 Primary Smelting, Refining of Nonferrous Metals

Burma

Fergusonite—samarskite concentrates (containing tantalum, columbium, uranium). U Pe Nyunt (mineowner), UBA Agent, Tavoy. WTD 12/21/61. Assay report.★

352 Farm Machinery

Germany

Insecticide sprayers. Gloria-Werk, H. Schulte-Frankenfeld KG (manufacturer), Wadersloh/Westfalen. WTD 2/12/62. Descriptive literature.★

355 Special Industry Machinery

Canada

Production dies for embossing and cutting rollers-paper and plastic fabrics. C. D. E. Co., Joseph Daverio (manufacturer), 234 26th Ave., Lachine, Montreal, P. Q. WTD 3/1/62.

369 Therapeutic Machines

Japan

Machine with high frequency and short wave, used for the relief of arthritis and other diseases. Firm seeks reliable distributor in the United States. Croyden Mfg. & Export Co. (Japan), Ltd. (producer), P.O. Box 799, Tokyo. WTD 1/13/60.

375 Motorcycles, Bicycles, Parts

Netherlands

Light motorcycles, motorized bicycles and two-stroke stationary engines up to 50 cc. N. V. Motorenfabriek Pluvier (manufacturer, exporter), 109 Sluisjesdijk, Rotterdam 22. WTD 2/27/62. Pamphlets.★

391 Silverware

Spain

Champagne, wine, brandy, and liquor cups. Silver white metal. Good quality; 25,000 units. Direct or through agents. Fábrica Plateria Roma, (manufacturer), Ailanto 25, Madrid 20. WTD 2/27/62.

393 Musical Instruments

South Africa, Republic of

Pipe organs, suitable for use in churches, chapels, halls, and other public buildings. South African Organ Builders (Pty.), Ltd. (manufacturer), 157 Pretoria St., Silverton, Tvl. (P.O. Box 200, Silverton). WTD 2/21/62.

396 Jewelry, Novelties

India

Glass bangles and earrings. Direct or through agents. Kedarnath Mohanlal (exporter), 9 Jagmohan Mullick Lane, Calcutta 7. WTD 10/25/60.

399 Miscellaneous Industries

France

Sponges containing algae. Highest quality. Approximately 3 in. in diameter. Direct or through agents. Jean Belin (manufacturer, export merchant), 48 avenue de la Californie, Nice. WTD 2/23/62.

Congo

Ivory and wood sculptures. Individual pieces, quantity dependent on market. Direct or on consignment to selling agents. La Maison Noors (importing distributor, small-scale exporter), B. P. 54, Matadi. WTD 3/1/62.

Italy

Beauty parlor and barber shop supplies and equipment—shampoo bowls, boards, and tray tables. Direct or through agents. Novaplex (manufacturer), Preganziol, Province of Treviso. WTD 2/26/62.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated February unless otherwise indicated.

Advertising Media—Japan.
Alcoholic Beverage Manufacturers—El Salvador.
Non-Alcoholic Beverage Manufacturers—Republic of South Africa.
American Firms, Subsidiaries and Affiliates—Pakistan.
Automotive Vehicle and Equipment Importers and Dealers—Egypt, U.A.R., March.
Chemical Importers and Dealers—Netherlands.
Electronic Equipment, Electron Tubes, and Other Electronic Component and Accessories Importers, Dealers, and Manufacturers—Pakistan.
Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, Dealers, and Manufacturers—Sweden.
Hardware Importers and Dealers—Hong Kong.
Hardware Importers and Dealers—Tunisia.
Laundry and Dry Cleaning Industry—Mexico.
Laundry and Dry Cleaning Industry—Paraguay.
Laundry and Dry Cleaning Industry—Venezuela.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Australia.
Machinery Equipment and Supply, Electrical Importers and Distributors—Brazil, March.
Machinery Equipment and Supply, Electrical Importers and Distributors—Greece.
Machinery and Equipment, Except Electrical Importers and Distributors—Japan.
Machinery and Equipment, Farm Importers, Dealers, and Manufacturers—Colombia.
Machinery and Equipment, Farm Importers, Dealers, and Manufacturers—Greece.
Machinery and Equipment, Farm Importers, Dealers, and Manufacturers—Japan.
Metallurgical and Metalworking Plants—Peru.
Motor Bus Lines and Transport Companies—Ceylon.
Motor Bus Lines and Transport Companies—Finland.
Motor Bus Lines and Transport Companies—Trinidad and Tobago, West Indies.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—Uruguay.
Printer, Lithographer, Engraver, and Publisher Importers and Dealers—Nicaragua.
Tanneries—Syria, March.
Tobacco and Tobacco Products Importers, Dealers, and Manufacturers—Mexico, March.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

H. W. Halliwell, representing E. H. Collis Pty., Ltd., 208 Little Lonsdale St., Melbourne, C.1., Victoria, interested in increasing firm's activities as manufacturers' agents in the field of hardware, houseware, and tools. Apr. 3 via New York for 1 week; c/o Qantas, New York, and San Francisco. Itinerary: New York, Chicago, San Francisco, and possibly other cities.

Lute Elion, representing Borneo Sumatra Trading Co. Pty., Ltd., 410 Kent St., Sydney, interested in importing general lines of merchandise from the U.S., such as foodstuffs, office machinery, sporting goods, stationery, fancy goods, and smoking requisites. First week of April via New York for 1 month; c/o Sluis Inc., 44 Whitehall St., New York 4, N.Y. Itinerary: New York, New Orleans, Los Angeles, and San Francisco.

John Philip Hancock, and John Thomas O'Brien, representing Hancock Bros. Pty., Ltd., Lamington Parade, North Ipswich, Queensland, interested in manufacturing techniques and machinery in the plywood industry. Mar. 26 via Chicago for 6 weeks; c/o Qantas Empire Airways, Ltd., 542 Fifth Ave., New York, N.Y. Itinerary: San Francisco, Chicago, Louisville, Savannah, Washington, D.C., Madison, and Seattle.

Austria

Louis J. Ross, representing Handelsagentur Louis J. Ross, 17 Salzgries, Vienna I, interested in textile piece goods of all kinds, floor and wall coverings. Early April via San Francisco for 1 week; c/o Otto M. Spitz, Austrian Trade Delegate, 31 East 69th St., New York 21, N.Y. Itinerary: San Francisco and New York.

Belgium

Armand Van den Bogaerde, and Marcel De Meyer, representing G.A. Van den Bogaerde, Ltd., 55 rue Raes Van Gavere, Ghent (manufacturers of picture frames, ovals and moldings), interested in finding outlets for their products in the United States. Apr. 3 via New York for 2 months; c/o Hudson Hotel, New York, N.Y. Itinerary: New York, Philadelphia, Dallas, Atlanta, Los Angeles, San Francisco, St. Louis, Chicago, and Detroit.

Denmark

H. C. Lipsoe, representing Lastic A/S, Lerso Parkalle 110, Copenhagen, interested in meeting with manufacturers of light industry products with a view to entering into cooperative arrangements for assembling or packaging and distributing such products in Western Europe and Scandinavia. Mar. 18 via New York for 1 month; c/o Danish Consulate General, 18 East 48th St., New York, N.Y. Itinerary: New York, Chicago, Minneapolis, and Los Angeles.

England

Anthony J. Clarke, representing TVR Cars, Ltd., Bispham Rd., Blackpool, interested in meeting with automobile importers and dealers, and possibly manufacturers, particularly manufacturers of sports cars. Mar. 17 via New York for 2 to 6 months; c/o 93 Ball Park Ave., Hicksville, Long Island. Itinerary: New York, and other major cities throughout the U.S. as time permits.

Germany

Bruno Kramer, representing own firm, located at 9 Erftstrasse, Duisburg, interested in visiting U.S. firms manufacturing floor sweeping and polishing machines. Mar. 15 via Chicago for 3 weeks; c/o Mrs. Doris Veithart, 1714 W. Jonquil Ter., Chicago, Ill. Itinerary: Chicago and New York.

Eberhard Schwemann, representing Harzer Achsenwerke K.G., Bornum ueber Hildesheim, desires to get in touch with U.S. firms interested in licenses for protective coating for apparatus of the chemical industry. Apr. 2 via New York for 2 months; c/o Dr. U. von Rhamm, 200 East End Ave., New York, N.Y. Itinerary: New York, Washington, D.C., Kansas City, Phoenix, Los Angeles, San Francisco, Seattle, Chicago, Buffalo, Detroit, and Boston.

(See Visitors, page 530)

Burma To Consider Joint Ventures For Construction of Five Plants

THE Burma Economic Development Corporation wants to set up a joint venture on a 50-50 basis for construction of five types of industrial plants.

Guarantees will be provided against nationalization. Repatriation of earnings and capital amortization will be available under the Burma Investment Act.

The plants include:

- A can-manufacturing factory capable of a daily production of 100,000 cans, or 25 million a year, during the first year. The second-year estimate calls for 35 millions cans.
- One factory to produce 2 million pieces of assorted porcelain wares a month and two ceramic factories, with a rated capacity of 2 million pieces annually, are reportedly required to meet national demand.
- A glass plant to manufacture bottles, containers, and pressed wares needed for national consumption.

Production of existing factory is limited to table wares. Another plant, under erection, has a rated capacity of 100 gross daily. This output is insufficient for the indicated market demand.

- A cement plant. Output of the existing plant is too small to meet present requirements. Proposed factory would produce 400 tons of cement a day on a 24-hour basis or 120,000 tons annually on a 300-day basis.
- An aluminum rolling mill with a capacity of 5 tons per day or 1,500 tons yearly.

Prospectuses that describe each of the above ventures in detail—market demand, raw materials available, manufacturing process, land and building requirements, and labor needs—are available. These can be obtained on loan from the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

French Cartridge Maker Seeks Licensee in U.S.

A French producer of cartridge wads, or plugs, and plastic cartridges proposes a licensing arrangement whereby an American manufacturer of related articles would make these products in the United States.

The company's patented wads are used by hunters and are sold under the trade name Bourre Iris. They reportedly have won prizes in international competitions.

Write to Ets. Lajus, Avenue du Sabaou, Biarritz (Basses-Pyrénées), France.

Shopping Center Planned In West Indies

A large shopping center is planned in Curaçao. An investment of some $3 million is proposed, with the buildings to be rented to concessionaires.

Plans include a theatre, clothing store, auto salesroom, garage and gas station, hardware store, and appliance store. Also planned are a hotel, laundry and dry cleaning outlet, beauty salon and barber shop, restaurant and bar, furniture store, drug store, branch bank, bookstore, and gift shop.

Financing is expected to be done by the firm's parent company. Interested U.S. firms should write to Mr. A. Pasman, W. H. Jolley Handelmij, Inc., Roodeweg, Willemstad, Curaçao, Netherlands Antilles.

Proposed Roofing Plant In India Seeks Aid

An Indian company wishes financial and technical collaboration from U.S. firms for the manufacture of asphalt roll roofing and felts.

They plan to set up a plant with a capacity of 500 rolls, each of 108 sq. ft., per 8-hour shift.

An investment of $105,000 will be necessary. Of this, about 50% will be needed for foreign exchange to provide machinery, equipment, and know-how.

Offers for supply of technical know-how alone, without financial participation, would be considered. In such cases a royalty of 2% to 3% on ex-factory sales is proposed.

An outline of the proposal is available on loan from Foreign Investment & Licensing Division, (62-I0-2), Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

U.S. exports of cattle hides increased 11% to a record 7.6 million pieces during 1961, according to the Foreign Agricultural Service.

Manufacturing Proposals For Four Indian Firms Invite U.S. Participation

The manufacture of machine tools, steel castings and tubes, and equipment or machinery for the automotive and ceramics industries is sought in India, according to the Indian Investment Center.

Capital, technical know-how, and other assistance are desired.

For more complete information on the four proposals described below, write to the Indian Investment Center, 630 Third Ave., New York 17, N.Y.

- A manufacturer of china press, shearing, and drilling machines, wants to produce a limited number of machine tools. Tool capacity would be fixed after production started.

(See Proposals, page 521)

Freezer Enlargement Planned in Spain

A Spanish firm that operates four freezing plants, ice plants, and also exports and imports frozen foods is undertaking the development of a new plant to process agricultural products for export.

New plant capacity will include 8,000 cu. meters for cold storage and a processing plant measuring about 2,450 sq. meters.

The assistance sought is mainly technical but may also include capital investment up to 50%, licensing, machinery, and equipment. Returns offered will be determined through negotiation. The firm proposes, however, to grant liberal terms and has set no limits to participation in the management.

Write to Frigorificos de Vigo, S.A., Muelle Berbes, Darsena 4, Vigo, Spain.

German Chemical Concern Looks for Glue License

A German manufacturing company seeks a licensing agreement with a U.S. firm to produce glue for metal and plastic products. It is also interested in exporting its present production to the United States.

This is an established, reputable company in the production of rubber solutions and repair material for tires and adhesives.

Write to Chemische Fabrik Asperg Karl Eichhoefer KG, 43-45 Steiermaerkerstr., Stuttgart-Feuerbach, West Germany.

British Firms Seek Earthmoving, Other Equipment

Two United Kingdom firms are interested in manufacturing and selling varied U.S. types of industrial equipment.

● A manufacturer and assembler of heavy and light equipment wishes a licensing arrangement to produce and distribute earthmoving, mining, and engineering contractors' equipment. Payment would be on royalty or subcontract basis.

Company now produces industrial and mining rolling stock and allied equipment. Also manufactures road and off-road trailers and performs specialized engineering services.

Main plant is near Leeds. Firm also has a steel and iron foundry and machine shop. Employs 600 people.

Company catalog is available, on loan, from Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Robert Hudson Ltd., Raletrux House, Meadow Lane, Leeds 11, Yorkshire, England.

● An established Scottish engineering and manufacturing firm, specializing in equipment for diverse industries, wants to make and distribute U.S. products within the Common Market area.

Seeks a joint venture to produce heating, ventilating, and air-conditioning systems, as well as general sheet-metal work. Type of arrangement will be subject for negotiation.

Company designs, manufactures, and installs marine and land ventilation and air-conditioning systems. It also custom produces sugar and distillation machinery, machine tools, pipe work, and agricultural machinery. Does not produce a specific line of its own but generally designs and produces to special requirements.

Brochure on firm is available on loan from Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to R. B. Stirling & Co., Ltd., 203 Woodville St., Govan, Glasgow, S.W. 1, Scotland.

Chilean Dairy Co-Op Offered for Sale

A dairy cooperative, with headquarters in Santiago, Chile, will be offered for sale through public bids to be opened on April 25.

The dairy consists of five pasteurizing plants and plants for the manufacture of powdered milk, dry ice, and carbonated gas. Industrial rental property and a piece of agricultural land will be included in the sale.

The five plants have a daily capacity of 225,000 liters of milk and serve six cities in the milk-producing area.

A set of specifications, in Spanish, is available on loan from the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Request additional information from the Manager, Central de Leche "Chile" S.A., Manuel de Armat 2940 Santiago, Chile.

Pharmaceutical Firm In Pakistan Asks Aid

A firm of Pakistani importers of pharmaceutical products seeks U.S. participation, either by investment or license, in order to expand its laboratory facilities.

The laboratory includes a complete tablet section, with testing equipment and injectable machinery in stock or on order. Annual import licenses are held for $79,100.

The firm has received registrations and biological manufacturing licenses. Sanctioned capacities are: Tablets 100,000 pieces; ointments 10,000 pieces; powders 100 tons; liquids, oral, 100,000 pounds; and injectables 10,000 pieces.

Write to Orient Trading Corp., Hemani Mansion, Bunder Rd., Karachi, Pakistan.

Proposals . . .

(Continued from page 520)

Rupee capital can be supplied by the promoters. They do want foreign financial assistance in the form of equity participation and a long-term loan to cover cost of imported plant and machinery.

● Letters of intent have been obtained by the promoters from the Ministry of Commerce and Industry for an annual output of 3,000 tons of steel castings and 24,000 tons of tubes.

Technical know-how, details of specifications for the required machinery, and assistance in erecting the plant and machinery are asked.

Financial participation would be welcome and the capital structure would be suitably reconstructed.

● Another proposal for the manufacture of machinery for the ceramics and refractory industries is outlined. Promoters would like to obtain technical know-how and specifications.

Equipment to be manufactured includes crushers and granulators, hammer mills, disintegrators, ball and tube mills, screens and separators, and complete refractory plants.

● An industrial license has been obtained from the Indian Government for the manufacture of 7,800 sets of tipping and dumping equipment for automobiles. Each set is to be complete with necessary hydraulic equipment.

Ferrochrome Industry Wanted In Pakistan

Participation is invited in the establishment of a ferrochrome industry in Pakistan.

Large chrome ore deposits are available. The low-grade ore has a chromium content of 35% to 38%, with the high-grade ore running 48%. Abundant limestone and quartz are available.

Interested U.S. firms should write to the Investment Promotion Bureau, Ministry of Industries, Karachi, Pakistan.

Capital Sought for New Caledonian Hotels

Hotel construction in New Caledonia is encouraged. Measures designed to attract local and foreign capital investment in New Caledonia's tourist industry, through hotel construction, have recently been established by the Territorial Assembly.

An estimated 100 rooms are now available and reasonably suitable. These are inadequate to meet the present demand. The Government of New Caledonia estimates that a minimum of 450 rooms will be required by 1968.

Concessions will be granted to investments meeting certain requirements. Under present laws, investments made before December 1971 will provide:

● Land tax exemption for 12 years from date of acquisition.

● Hotel patent exemption for 5 years from date of opening.

● 50% reduction on stamp tax and company registration to level of 0.75% of declared capital.

● 50% reduction on land mutation tax to 4.75% of sales price.

● Import duty reductions on all materials and equipment to level of 5 to 10% of c.i.f. value with certain items (construction equipment and material) to be on free list.

● 50% reduction of company revenue tax to level of 4% of net profits.

Those interested in the possibilities of investing in New Caledonia's tourist industry may write the Office du Tourisme, Noumea, New Caledonia.

Honduran Farm Exports at High Level; Inventories High, Sales Sluggish

TEGUCIGALPA.—Exports of the Honduran banana crop in the fourth quarter of 1961 were up considerably over those of the preceding year, despite some weather damage.

Increased production of boned beef by newly opened plants resulted in larger shipments of chilled beef to export markets. Lumber sales were off from 1960 but only slightly, despite loss of formerly important markets.

Sluggish retail and wholesale sales coincided with increased inventories resulting from heavy imports. Merchants were hopeful, however, that better prospects for coffee and lumber and increased development outlays would stimulate domestic business in the following 6 months.

A late season blowdown reduced November and December banana exports of the Tela Railroad Co., a subsidiary of the United Fruit Co., by an estimated one-half million stems; but total 1961 shipments from Honduras, about 13.5 million stems, showed an increase over 1960 exports of 10.5 million. The production of one company was entirely boxed, and one third of the other major producer's exports were also shipped boxed.

Better Coffee Prices Expected

Coffee exports for 1961 were estimated at about 210,000 bags of 60 kilograms (1 kilogram=2.2046 pounds) compared with 258,000 bags in 1960. Prospects for the crop now being harvested are excellent, however, and 1962 exports are expected to reach 280,000 bags. Exporters also expect slightly better prices this year.

As the quarter closed, Honduras moved to conform with various international agreements by establishing controls over coffee shipments. Shortly after the first of the year all coffee exports were to be placed under Government regulation for the first time.

The National Development Bank was designated to issue certificates of origin and quality and perform other administrative functions related to coffee marketing until organization of a Honduran coffee institute could be completed. A charge of $1 per 46-kilograms sack will be levied to cover administrative costs and pay Honduran obligations under the International Coffee Agreement.

Increased production at the Tegucigalpa plant and opening of two additional packing plants late in 1961 boosted exports of frozen boned beef to an estimated 5 million pounds in 1961, a 27% increase over 1960 shipments of 3.6 million pounds. With a fourth packing house scheduled to begin operation in February, meat exports for 1962 are expected to double those of 1961. Almost all Honduran meat is being shipped to the United States.

Martinique Government Investment To Rise

MARTINIQUE. — Extraordinary investments by State agencies in Martinique will rise during 1962 to $14 million, or about $50 per inhabitant, the U.S. Consulate reports.

These figures, which exclude ordinary investment expenditures of the various ministries, represent substantial increases over similar outlays in the past. The funds will be used in part for roads, schools, sports facilities, and water distribution systems on the island.

The French Overseas Department Investment Fund, Central Economic Cooperation Fund, and Caisse de Depots, as well as the European Economic Community (EEC) European Fund, are to contribute to the total with grants and loans. The EEC contribution of $4.6 million will be the first funds available to Martinique from that source.

The value of lumber exports at the end of September 1961 was down only 6% compared with that of the same period in 1960 despite a drop in shipments to Cuba and Venezuela, and a general slump in prices. Trade sources reported that the export volume began climbing in the fourth quarter, and as a result, total exports for 1961 may come close to 1960's record US$8.2 million.

Foreign trade results, available for the first 9 months of 1961 only, showed a balance between exports (f.o.b.) and imports (c.i.f.), both of which totaled US$53.5 million. Imports were down slightly as compared with 1960, but exports were up 6%, resulting from the large increase in banana shipments which more than offset a drop in coffee and lumber exports.

Honduras' net foreign exchange reserves declined by US$1.2 million in 1961. Reserve holdings followed the usual seasonal pattern, building up during the first two quarters and declining the last two. At the end of December 1961 net reserves, including contributions to international organizations, amounted to US$8.8 million as compared with US$10 million at the end of 1960.

Bank credit expanded during September, October, and November with loans to the private sector rising from $32.5 million (65 million lempiras) to $34.5 million (69 million lempiras), and Central Bank accommodation to the commercial banks and the National Development Bank increasing from $2.1 million (4.2 million lempiras) to $2.65 million (5.3 million lempiras). By the end of November there were virtually no excess reserves in the banking system.

The money supply remained steady at $31.5 million (63 million lempiras), showing no increase over the level reached in November 1960. Since most of the fourth quarter increase in bank loans was channeled into the financing of speculative imports, the credit expansion had no effect on deposits. Net Central Bank credit to the public sector rose from $3 million (6 million lempiras) in August to $4.4 million (8.8 million lempiras) in November but was still below the $5.05 million (10.1 million lempiras) outstanding in November 1960.

The bill establishing a Municipal Bank, presented to Congress in the third quarter, became law in November. The new Bank was organized with an initial capital of 1 million lempiras, and the municipalities are required to increase this amount through annual contributions amounting to 5% of their receipts. The bank will finance municipal public works, act as a depository of municipal funds, and guarantee municipal bond issues.

President Villeda Morales in the first week of December officially inaugurated work on extension of the Western Highway which, when completed, will run from Santa Rosa de Copan to the El Salvador frontier. A U.S. firm, Morrison-Knudsen Co., Inc., was awarded the contract to construct sections 2 and 3 of the road for $2,626,550 and $3,957,097.

Seismographic exploration of the Pure Oil Company's 10-million-acre concession in the Mosquitia region began on schedule early in November. An initial expenditure of US$500,000 was made to equip the two teams making soundings.

Operating costs of the survey, which will probably require another 18 months, are running at the rate of about US$100,000 a month. It is doubtful whether test drilling will be started prior to enactment of new petroleum legislation. A draft petroleum law reportedly will be presented to this session of the legislature.

Patterns in Algeria's Development Plan Cited

ALGIERS.—Goals of Algeria's 5-year economic development program, also known as the Constantine Plan, have been most closely achieved—if not exceeded—in urban housing construction and total new industrial investment approved by the Government, according to the U.S. Consulate General.

The most noticable shortfall has been in the field of land redistribution to Moslem farmers. In all other sectors, achievements have fallen short of the goals by varying percentages.

In housing, for example, 100,000 urban lodging starts were registered through the end of 1961 against a planned goal of 96,000. In education, where the projected goal foresaw 57% (originally 66%) of children of primary school age in school by 1963, close to 50% were already attending primary schools in November 1961. Large industrial projects under construction in 1961 included the Cheffia Dam, Algiers oil refinery, and the Bone steel mill. Several hydrocarbon pipelines were completed by the end of the year.

(See Algeria, page 530)

Developments in Netherlands Antilles Point to Economic Diversification

CURACAO.—Businessmen and Government in the 6 scattered islands of the Netherlands Antilles are seeking ways to diversify their traditionally oil-based economy in order to create needed new jobs, the U.S. Consulate General reports.

Automation in the two transshipment refineries and the new lower duty-free limit on U.S. tourist imports into the United States have concerned the island authorities.

In addition to liberal new-industry and free-zone policies, the islands are working out details of a $100 million infrastructure development program, to be financed in part by Dutch private and governmental funds.

A number of recent developments illustrate the drive now underway toward economic diversification. Curacao has contracted for two new flash-evaporation water distillation and electric generator units which will triple the island's fresh water supply. Aruba has placed a multimillion-dollar order for installation of a water and electric power station. St. Martin has begun work on a new seawater distillation plant.

Power Grids To Be Completed

The Governments of both Curacao and Aruba have signed contracts with the local gas and electric company for completion of the two islands' electric power grids. The Governments will guarantee a return on the necessary investment, which will increase electrical connections for 85% to 95% of households on the two islands, and will involve installation of over 100 miles of high- and low-tension line.

The Government of St. Martin and the gas and electric company have completed their joint diesel-powered electric plant.

Both St. Martin and Saba are at work on new landing fields, while plans for improvements to the field on Bonaire and to the international jetport on Curacao are far advanced. Four weekly New York-to-Caracas jet roundtrips via Curacao were inaugurated in January, and the first Netherlands-Antilles-flag airline, Windward Islands Airways of St. Martin, is planning to serve both Dutch and other islands with its five planes.

Willemstad's new bunkering facilities have made that port on Curacao the cheapest bunkering depot in the Caribbean. Harbor improvements have been initiated in St. Martin, and a new cruiseship pier will be opened on Bonaire in the summer. A salvage tug of 1,500 miles operational range is to be stationed on Curacao.

Storage Facilities on St. Martin

Shell's new bulk storage installation on St. Martin was completed in January. The eight-tank facility has a capacity of 20,000 imperial gallons. An Esso affiliate will complete a similar installation on St. Martin in the summer. Antillean refined products have been assigned a quota for duty-free entry into the European Common Market by a modified association agreement, still subject to ratification. A petrochemical complex, with port facilities and processing plants, is under construction on Curacao.

Bonaire, a community of slightly fewer than 6,000 inhabitants, with a total personal income of about $900,000, is opening its first bank, the Commercial Bank of Bonaire. The new bank, capitalized at $535,000 (about $100,000 of which is paid in), is owned by Edwards, Henriquez & Co. bank of Curacao. An Antil-

(See Developments, page 528)

Oil Refinery To Be Built in Jamaica; Marble Deposits Discovered

An agreement between Esso West Indies, Ltd., and the Jamaica Government on construction of an $18 million oil refinery and discovery of marble deposits estimated at about one half million cubic yards have been announced by the Jamaica Industrial Development Corporation.

The new 28,000 barrel-a-day refinery will be in Kingston Harbor on an 80-acre plot of land on which fill operations requiring dredging of three million cubic yards of fill will begin this month.

Included in the agreement is construction of a tanker berth, dredging of an access channel to the berth, relocation of beaching and other facilities for displaced Jamaica fishermen, and training of Jamaicans to operate the new refinery. Esso West Indies, Ltd., is a Jamaica subsidiary of Esso Standard Oil (S.A.), Ltd.

The recently discovered marble deposits are located on the slope of the main Blue Mountain range within the southwestern upper reaches of the Green River and its eastern tributaries in northwestern St. Thomas. The main deposit may be mined by open pit quarrying; however the marble bed dips underground toward the northeast and is believed to continue for considerable distances in depth below the main Blue Mountain ridge.

Firms approved by the Government to manufacture marble products including building materials under the Jamaica Industrial Incentive Laws would receive up to 7 years freedom from income taxes and duty free importation of machinery and equipment.

Industrialist To Represent U.S. At Casablanca Fair 'America Day'

Richard C. Patterson, Jr., prominent New York industrialist and a former Assistant Secretary of Commerce, will represent the United States at "America Day" ceremonies April 30 at the Casablanca, Morocco, International Trade Fair.

Mr. Patterson

The Commerce Department's Office of International Trade Fairs, Bureau of International Business Operations, will present an official U.S. Exhibition at the Casablanca fair April 26-May 13. Theme of the American Pavilion at Casablanca is "Economic Progress —New Horizons."

Presently serving as a director of General Dynamics Corporation, American Export Lines, Hilton Hotels International, and several other U.S. corporations, Mr. Patterson has long been one of the country's outstanding business and civic leaders. He also has had broad experience as a diplomat in Europe and Latin America. He served as Assistant Secretary of Commerce in 1938-39.

'Paper House' and 'Desert Rat'

Two outstanding examples of American technology expected to attract widespread interest among Casablanca fairgoers are a "paper house" and the "desert rat."

Developed by a New York research firm, a revolutionary new, low-cost house made of tough paperboard will be exhibited in the American pavilion.

Proved in tests to be waterproof and fire-resistant, as well as extremely sturdy, the house can be built at a cost of between $500 and $1,000.

Although the demonstration house for the Casablanca fair will be made of paper, any cellulose material—such as the esparto grass native to Morocco—can also be used, the developers report.

Specially suited to terrain such as Morocco's, the so-called "desert rat" is a small vehicle with giant balloon tires, designed to provide transportation for two persons over the most rugged landscapes.

The "paper house" will be displayed in the outdoor exhibition area of the 11,000-square-foot U.S. Pavilion, while the "desert rat" will be demonstrated on an obstacle course outside the pavilion.

Other features of the U.S. exhibition at Casablanca fair will include: an electronic teaching laboratory; a small commercial citrus juice extractor; a desalinization device; a so-called "flotation cell," used in the refining of phosphates such as those found in Morocco; a chewing gum packaging machine; and an animated demonstration of sprinkler irrigation techniques.

Special exhibits prepared by the Departments of Labor and Agriculture will be displayed, as will an exhibit built around President Kennedy's "Food for Peace" program.

Completing the U.S. Exhibition will be demonstrations of jewelry-making, using small machines adaptable to use in Morocco.

America's 1962 presentation in Casablanca will mark the fifth time the U.S. has participated in this important North African trade event. Top previous attendance was 1,004,753 in 1960.

Consulates General Plan Trade Information Centers At Milan, Munich Fairs

The U.S. Consulates General in Milan and Munich will operate Trade Information Centers at fairs next month in the two cities.

The Milan International Samples Fair will be held April 12-27. The 14th International Small Enterprise Fair in Munich will be held April 12-23.

Both fairs will offer an excellent opportunity for U.S. manufacturers and exporters to establish a market or expand sales of their products in Italy, Germany, and Western Europe.

The Milan fair is general and covers all categories. Exhibits at the Munich exposition should stress U.S. metalworking and woodworking tools, with emphasis on labor saving features, versatility, and quality; the equipment should be most useful in shops of 5 to 30 workers to have optimum sales in Germany.

U.S. firms desiring to market in either fair should furnish the appropriate Consulate General with complete details, including the type of arrangement desired.

Registration Urged

U.S. exhibitors and business visitors should register at the Centers so inquiries there may be channeled to appropriate parties.

Publishers of trade journals are requested to send as many copies as possible for use in the Centers. Publications exhibited there will stimulate interest in advertised U.S. goods, as well as in the publications themselves.

(See Centers, page 525)

French Fair To Promote Fishing Industry

The first International Fisheries Show will be held at Lorient, France, from May 25 to June 3. The Exhibition will publicize and promote fishing industry goods ranging from the super trawler to refrigerated packages of fish ready for consumption.

The Fair is being privately sponsored by the city of Lorient and reportedly will be the only large fair in this field in France this year.

Covered exhibits will be mounted in halls erected for the event, each measuring 18 by 40 meters and accommodating about 50 stands. Fifteen halls are planned to provide enough space for 750 stands. The price of a stand measuring three meters on each side is about $204.

Displays will include mechanical, electronic, radio, radar, and refrigerating equipment; optical instruments; filleting and processing machinery: deep freezing equipment; retail refrigerator cases; and trucks for transporting fresh and frozen fish. Equipment and techniques used in the packaging, freezing, storing, and handling of frozen fish are expected to be of particular interest to the French industry.

American firms may exhibit directly or through representatives. Applications for space should be made directly to the Secretariat General, Biennale Internationale des Peches, Hotel de Ville, Lorient (Morbihan).

For additional information write to the Fairs and Exhibitions Section, Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Special Section To Be Published

The July 24th issue of the West German economic newspaper Handelsblatt, published in Duesseldorf, will be devoted to the International Trade Fair in Chicago. Dr. Jack N. Behrman, Assistant Secretary of Commerce for International Affairs, will contribute an article dealing with the St. Lawrence Seaway and its effect on the economic growth of the United States, with special emphasis on German-American trade.

Centers . . .

(Continued from page 524)

U.S. firms wishing to establish or expand markets in Europe are invited to send multiple copies of their descriptive literature, brochures, price lists, and house organs. The material will be exhibited, then distributed on a selective basis to potential business prospects.

Packages of publications and literature for the Milan fair should be sent to the Consulate General there as soon as possible. They should be addressed to the attention of the Commercial Officer and marked internally "For Use at the Milan International Samples Fair TIC."

Those intended for the exhibit in Munich should also be addressed to the attention of the Commercial Officer at the Consulate General in Munich and marked internally "For Use at the 14th International Small Enterprise Fair TIC."

Denmark's butter exports in 1961 increased 3% over 1960 to reach 265 million pounds, the highest level since 1956, according to the Foreign Agricultural Service.

Sales to the United Kingdom, Denmark's most important market, dropped 14 million pounds to 210 million pounds. Sales to other traditional markets—among them West Germany, Switzerland, Czechoslovakia, and Sweden—were also up. Denmark also increased her shipments to the U.S.S.R. from 2,000 pounds in 1960 to 10 million pounds in 1961.

Second Exhibit Set for Mid-Summer

Medical, Dental, Surgical Supplies To Be Featured at Bangkok Center

THE second exhibit at the new U.S. Southeast Asia Trade Center will feature medical, dental, and surgical supplies and equipment from July 9 to August 17.

Purpose of the Trade Center, which opens in Bangkok in May, is to introduce U.S. firms to promising Southeast Asian markets and to assist those American firms already exporting to that area to increase their sales.

In its continuing efforts to help U.S. business firms increase their export sales, the U.S. Department of Commerce is emphasizing products which not only have a good sales potential in Southeast Asia but also will make a contribution to the economic development of the seven countries served by the Trade Center—Thailand, the Federation of Malaya, Singapore, Burma, Laos, Cambodia, and Viet-Nam.

The idea behind this active effort is to encourage the U.S. businessman to become more export-minded and induce him to enter the export field. Assisting American firms to expand profitably in the export market will increase U.S. over-all exports, and thus help to correct the unfavorable international payments position of the United States.

Fine Market Exists

Market survey reports received from Southeast Asia show that a fine market exists for U.S. medical, dental, and surgical supplies and equipment. There is increasing activity in government health programs throughout the area, as all governments are endeavoring to raise medical and dental standards and to improve health conditions generally.

A recent report prepared by the commercial staff of the U.S. Embassy in Bangkok states that the latest developments in medical instrumentation and equipment will be acceptable if complete information on the use and advantages is available. With the growth in the number of technical schools and health programs, the increasing number of foreign-trained students, and the intensive assistance of international organizations, demand for medical, dental, surgical supplies and equipment is increasing greatly.

From the Federation of Malaya it is reported that during 1961-1965 the Government will establish 37 main rural health centers, 148 sub-centers and 65 midwife clinics. Plans also include improvement and expansion of existing hospitals at a cost of U.S. $8 million, replacement of inadequate hospitals at a cost of U.S. $15 million, and the completion of a new maternity hospital in Kuala Lumpur by 1963 at a cost of U.S. $1.5 million.

The pattern of distribution in Malaya is changing, and U.S. equipment of this type may be introduced and sold in increasing quantities, but only if an adequately aggressive sales campaign can be launched under an appropriate principal-agency relationship. Prices are believed to play only a minor role in determining suppliers; buyers have developed more awareness of and a desire for quality.

In Viet-Nam a new medical school is under construction. As all the equipment will be American, medical students will be trained in the use of U.S. equipment, promising a continuing demand by graduates of the school.

Inexpensive Market Tester

For firms new to the export field, or firms which have no previous experience in this area of the world, the Trade Center will provide an excellent and inexpensive method of testing the market.

For exhibitors not currently represented in Thailand, or other countries in Southeast Asia, every effort will be made to assist them in obtaining representation, at no cost, through the Department of Commerce Trade Contact Survey Service.

There is no charge for participation in the Medical, Dental, and Surgical Supplies and Equipment Show. As a part of this joint effort to promote export sales in Southeast Asia, each exhibitor is asked to provide display merchandise, pay cost of shipping, insurance and duties to the Trade Center in Bangkok, and agree to ensure that the display is manned, at least during the first 2 weeks of the show.

Experience at the London Trade Center shows that for effective presentation, displays must be manned by personnel capable of quoting prices and answering questions concerning the manufacturer and his products.

Additional information on this exhibit is available from the Trade Centers Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Burmese Government Eliminates Checkerboard Petroleum Leases

RANGOON.—Burma has eliminated the controversial system of checkerboarding petroleum leases, a system whereby the rights to the alternate areas of concessions (like checkerboard sections) belong to the Government.

This action, a major feature of the new Petroleum Concession Rules, was taken largely at the suggestion of foreign oil companies.

The maximum size of a petroleum lease, under the new rules, is 15,000 acres, but a concessionaire may hold any number of leases up to a total area of 500 square miles, the U.S. Embassy reports.

The basic four-step system previously in practice in Burma has been retained—obtaining a certificate of approval, an exploration license, a prospecting license, and finally a mining lease for 60% of the concession after locating commercial quantities of oil.

Mining Fee Payable Yearly

During the term of the lease, a yearly mining fee of 1 kyat (US$0.21) per acre and a royalty of 12½% of the wellhead value of all oil produced, plus ordinary income taxes are applicable. No formal profit-sharing arrangement for oil production in Burma is in effect, but the incidence of taxes is such as to give the Burmese Government 63% and the oil company 37% of net profits.

The term of a mining lease is 20 years, renewable at the lessee's option for another 20 years. The concession rules contain no guarantee against nationalization but an oil company would be entitled to the benefits of the Investment Act, 1959, which provides against nationalization for a period to be negotiated between the investor and the government.

Copies of the English translation of Burma Petroleum Concessions Rules which provide, for the first time, a comprehensive outline of conditions governing the operation of oil companies in Burma, are available through Commerce Department Field Offices.

Jamaica Asks License on Tile, Nuts, Trailers, Flour Imports

The Jamaica Board of Trade has placed three new items under specific import licensing—ground nuts (peanuts), tiles (floor), and trailers.

In addition, all wheat flour now must be imported under specific license. Such a license formerly was required only on wheat flour other than whole wheat flour and flour enriched as prescribed by the Trade Board.

Tariff Conversion Rate Changed by Brazil

RIO DE JANEIRO.—The Brazilian exchange rate for converting currency values into cruzeiros, for the purpose of assessing ad valorem duty rates on imports into Brazil, has been changed to 317.06 cruzeiros to the U.S. dollar or its equivalent.

This new rate applies for the month of March, the U.S. Embassy reports. The previous rate, established February 1, was 308.27 cruzeiros to the U.S. dollar.

License-Free Imports Listed by Finland

HELSINKI.—Goods classified under 23 chapters of the Finnish tariff are permitted to enter the country without an import license in the 12-month period January 1-December 31, 1962.

This liberal license treatment is applied to the countries participating in the 1962 Finnish multilateral trade agreement, the U.S. Embassy reports. Goods of U.S. and Canadian origin again will enjoy the same favorable treatment as goods originating in countries participating in the multilateral agreement.

Among the commodities granted license-free treatment are certain chemical products; wood and paper products, certain textile products; aluminum, lead, zinc, and tin and products thereof; certain instruments and furniture.

Fats and oils used in fruit preparation however, are subject to import license.

Details regarding products on both the import license-free list and the license control list may be obtained from the European Division, Bureau of International Programs, U.S. Department of Commerce, or the Department's Field Offices.

Information concerning the global quotas established under the 1962 multilateral agreement were published in FCW, February 26, 1962, p. 364.

Global Import Quotas For '62 Set by Spain

Global import quotas for 1962, to a total value equivalent to $128.7 million, have been announced by the Spanish Government. Imports under quota are subject to license.

Quotas for 1961 totaled $148.4 million (FCW, Feb. 13, 1961, p. 8). The decrease this year results from inclusion in the sixth liberalization list of a number of products formerly subject to quota.

The quotas, officially identified by number, commodities involved, and value in thousands of dollars, are as follows:

(1) Preserved foodstuffs, 400; (2) cheese, 1,000; (3) hops, 400; (4) beer, 110; (5) cement, 500; (6) coking coal, 1,500; (7) chemical products for textiles, paper, leather, and rubber industries, 3,000; (8) basic chemicals for pharmaceutical perfumery and cosmetic industries, 1,200; (9) materials for the manufacture of paints, varnishes, and plastics, 2,000; (10) miscellaneous industrial chemicals, 2,800; (11) pharmaceutical products, 825; (12) paints, varnishes, and coloring materials, 175; (13) perfumery and cosmetics, 60; (14) sensitized photographic materials, 1,500; (15) manufactures of plastic materials, 365;

(16) leather and manufactures, 250; (17) furs, 600; (18) paper, cardboard, and products of the graphic arts, 4,000; (19) newsprint, 2,000; (20) raw silk, 200; (21) various yarns, 2,500; (22) textile manufactures, 1,200; (23) unspun flax, 600; (24) jute, 6,000; (25) coco yarns, 500; (26) technical textile manufactures, 200; (27) manufactures of stone, asphalt, glass, and crystal, 675; (28) iron and steel manufactures, 22,500; (29) nonferrous metals, 1,500; (30) handtools, 1,525; (31) motors, 2,500; (32) machinery for public works and mining, 750;

(33) Self-powered harvesters, 100; (34) office machines, 100; (35) radio and other tubes and parts for their manufacture, 3,500; (36) carbon and graphite, for electric uses, 500; (37) railway equipment, 750; (38) crawler tractors and parts, 5,000; (39) autobuses, 1,000; (40) firefighting materials, 1,000; (41) parts for manufacture of road vehicles, 3,000; (42) optical instruments, 50; (43) thermometers and taximeters, 50; (44) musical instruments, 300; (45) toys and games, 100; (46) equipment for new industries, 50,000.

Italy Cuts Compensatory Tax On Some Industrial Imports

ROME.—Italy has reduced the compensatory import tax (imposta di conguaglio) on industrial items that carried a rate of 5.5% or more.

Reductions are as follows: From 8% and 7.5% to 6.5%; from 7% to 6.25%; from 6.5% to 6%; from 6% to 5.5%; and from 5.5% to 5.25%.

Items receiving the greatest reduction—from 8% to 6.5%—are automobiles, motors, generators, transformers, and steel structures.

Antigua Raises Liquor Duty, Liberalizes Import Rules For Small Automobiles

PORT OF SPAIN.—The Government of Antigua has increased the customs duties on certain intoxicating beverages and has put into effect a long talked of relaxation on imports of small-size automobiles, the U.S. Consulate General reports.

Smaller vehicles and spare parts now can be imported freely. Motor vehicles exceeding 16 ft. long, 6 ft. 1 in. wide, of 3,600 lb. and up, remain on the list for which an import license is required.

This action removes quantitative restrictions on motor vehicles below the size specified and on spare parts while restricting imports of motor vehicles above this size from any source.

The new duties, both preferential and general (U.S. goods are subject to general rates), shown in British West Indies dollars (BWI$1=US$0.59), with former rates in parentheses, are as follows:

9. Beer and ale, stout and porter, whether in bottles, tins, or wood: Preferential, .96 (.60) per gal.; general, 1.20 (.84) per gal.

83. Spirits. (a) Brandy: Preferential, 10 (4.92) per proof gal. or under; general, 10.80 (5.52) per proof gal. or under; (b) Gin: Preferential, 8.25 (2.82) per proof gal. or under; general, 9 (3.25) per proof gal. or under; (c) Whiskey: Preferential, 10.80 (5.40) per proof gal. or under; general, 11.70 (6.24) per proof gal. or under;

(d) Rum: Preferential, 7.50 (4.80) per proof gal. or under; general, 8.50 (5.76) per proof gal. or under; (e) Cordials, liqueurs, and flavoring extracts containing spirits: Preferential, 9.60 (4.20) per gal.; general, 10.50 (5.04) per gal.; and (f) Bitters and falernum: Preferential, 6.65 (1.20) per gal.; general, 7.25 (1.80) per gal.

96. Wine containing less than 42% of proof spirit. (a) Sparkling: Preferential, 4.50 (4.20) per gal.; general, 5.50 (4.80) per gal.; (b) Other: Preferential, 3.50 (2.32) per gal.; general, 4 (2.40) per gal.

Costa Rican Social Security Extended to San Jose Area

SAN JOSE.—Extension of invalid, old age, and death insurance coverage to the San Jose metropolitan area will be put into effect on May 1 by the Costa Rican Social Security Administration.

Insurance will become obligatory for all permanent public employees, including employees of autonomous and semi-autonomous institutions and of municipalities, for private employees both of management and subordinate classes, and employees of professional offices and private educational institutions.

In addition to the social security benefits for the San Jose metropolitan area exclusively, the U.S. Embassy reports that coverage will be extended to seamen.

EEC Aims at Harmonization Of Tax Policies

BRUSSELS.—Elimination of internal tax frontiers is a major problem now being studied by a committee of nongovernmental experts on public finance, according to the U.S. Mission to the European Communities.

One aim is harmonization of the production or turnover taxes which are levied at various stages in the production and distribution of goods and are an important source of government income in several of the Common Market member states.

Turnover taxes, as currently collected, are tied to export drawbacks and compensatory import levies in some of the countries. The committee believes these complicated procedures should be eliminated.

Excise taxes and direct taxes also are being considered. An attempt is being made to harmonize corporate income taxes by agreement on such factors as the extent of amortization allowances, deductions on losses, inventory evaluation, and upward revaluation of balance sheets. Taxation on capital movements and the problem of tax havens also are being studied.

The committee's report is expected to be presented for consideration by governmental authorities in the late spring.

Argentina Imposes New Tax On Forest Product Imports

BUENOS AIRES.—Argentine imports of certain forest products from sources other than member countries of the Latin American Free Trade Association (LAFTA) now are subject to special taxes ranging from 4% to 10% of the c.i.f. value, the U.S. Embassy reports.

Items affected by the new tax include:

Paper (except newsprint), cardboard and paperboard in general, woodpulp, lumber in various forms, furniture and other manufactures of wood, cork, vegetable waxes, oils, essences, gums, and resins and other derivatives, as well as camphor.

The National Forestry Administration will utilize the proceeds of these taxes to further the country's forestation program, in cooperation with private interests, so that Argentina may become more self-sufficient in lumber, cellulose, and other forest products.

The products listed may be imported into Argentina from LAFTA countries —Brazil, Chile, Uruguay, Paraguay, Colombia, Ecuador, Peru, and Mexico— without payment of the special taxes.

Although Colombia and Ecuador have joined LAFTA, these countries have not yet negotiated tariff concessions.

U.S. exports of peanuts in 1961 at 21,327 tons were one-fourth less than in 1960, the Foreign Agricultural Service reports.

EEC To Study Draft Bankruptcy Convention

BRUSSELS.—Practical effects of a convention on Community-wide recognition of bankruptcy verdicts of an individual member state's courts, now being prepared by a panel of experts of the European Economic Community, would be to eliminate the necessity for concurrent bankruptcy proceedings when a failing company has assets in several countries.

This bankruptcy convention, when it becomes effective, will be one of the first implementations of Article 220 of the Common Market Treaty which aims, in part, at simplification of formalities governing the reciprocal recognition and execution of judicial decisions and of arbitral awards.

The convention now being negotiated does not envisage a uniform bankruptcy law for the whole Community at this time.

Further consideration of the convention is expected in July, according to the U.S. Mission to the European Communities.

Imports by French Polynesia have increased sizably in past 2 years, from $13 million in 1959 to $24 million in 1961, reports U.S. Consulate in Suva.

U.S. exports to the territory increased correspondingly, from $3 million in 1959 to $6 million, in 1961.

New Books and Reports

1962 Buyers Guide To Export Products. American Exporter Publications, 386 Park Avenue South, New York 16, N. Y. 1962. 80 pp. $3.

This Guide contains about 900 product classifications and 15,000 advertisers in all 8 export magazines published by the American Exporter Publications.

The Guide was also published in the Annual Buyers Guide Issues of *American Exporter and Industrial World*, with a combined oversea circulation of 76,000 business firms in 154 foreign markets.

European Chemical Industry: 1961 Summary. Noyes Development Corp. New York, 1962. 157 pp. $15.

Organized by country, this guide describes significant events and new developments in the European chemical industry, as well as production, capacity, and other data, appearing in print during 1961 on the following:

Austria, Belgium, Denmark, Europe, Finland, France, Greece, Ireland, Italy, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom, and the Federal Republic of Germany.

Forty-Eighth Annual Record of the National Foreign Trade Council. National Foreign Trade Council, Inc. New York, February 1962. 20 pp. Free.

This summary of policy recommendations and actions by the Council during 1961 covers a broad range of committee and staff programs for promotion and protection of U.S. foreign trade and investment.

Zona: Revista de Comercio Latino-Americana. Elan S.A. (e.f.), Uruguay 772-5-55, Buenos Aires, Argentina. January 1962. 48 pp. Free.

This first issue of a new Spanish language monthly publication for industry and businessmen contains an article in English pointing out the importance to the United States of Latin American markets and the Latin American Free Trade Association.

International Law of Commerce. By Robert Charles Kelso. Dennis & Co., Inc., Buffalo, N.Y., 1961. 354 pp.

"Familiarity with the prevailing theory of bulk sales law in the country or State where one is doing business or contemplating the purchase of a business is a matter of first importance," according to this second edition of a book designed as an introduction to business law for the prospective foreign trader.

Roman, Spanish, French, German law, Anglo-American common law, and the role of the merchant under civil law are described, as well as contracts, forms of business organizations, and negotiable instruments under common law and under civil law.

A check list of legal problems in considering foreign investment is given in an appendix.

Kuwait Welcomes Commerce. International Import Index. Newark, N.J., 1962. 48 pp. $1.

Designed as a guide on trading with Kuwait, this illustrated booklet presents information on the country's history and geography, taxation policy, industry encouragement and rights of aliens, partnerships, commercial laws, mining and manufacturing, manufacturing opportunities, transportation, petroleum industries, construction, communications, finance and banking, and foreign trade.

Foreign Investment in Spain: Laws, Conditions, Institutions. By Miguel Echegaray and others. Spanish Economic Report, P.O. Box 3624 Grand Central Station, New York 17, N.Y. 1962. 57 pp. $35.

Current regulations and conditions which will affect the foreign investor in Spain are summarized and analyzed in this booklet.

The authors discuss the country's foreign investment laws, patent and trademark protection, the tax system and its effects on foreign investment, labor laws and labor relations, and the Spanish stock exchanges.

An Investor's Guide to Israel. Government of Israel Investment Authority. New York, 1962. 77 pp. Free.

An analysis of Israel's investment climate, this guide includes background material covering climate, government, education, agriculture, industry, investment opportunities and related laws, taxes, duties, fees, and services.

The publication is available from the Government of Israel Investment Authority, 850 Third Avenue, New York 22, N.Y.

U.S. Chamber in Philippines Issues Publications

The American Chamber of Commerce of the Philippines, in an effort to spur U.S. trade and investment there, is publishing the following periodicals and books:

- *The Journal of the American Chamber of Commerce of the Philippines*, monthly, $5 a year.
- *The Weekly Business Letter*, a confidential newsletter on current economic and political developments, $65 a year (including airmail postage).
- *History of Industry and Trade of the Philippines, From Earliest Times To the End of Quirino Administration* (1958), $7.50, and *The Magsaysay Administration* (1961), $7.50.
- *The American-Philippine Year-Book—1962*, an annual guide and directory to American business, government, and civic and educational activities in the Republic of the Philippines. Prepublication orders are now being accepted at $5 a volume.

The publications may be purchased from the American Chamber of Commerce of the Philippines, P.O. Box 1836, Manila.

Developments . . .

(Continued from page 523)

lean stock exchange was established on Aruba in the fall.

Bonaire is opening a new tourist hotel this summer, and St. Martin has started work on two 100-room hotels. Plans for additional hotels in all the islands are under study.

Plans are being implemented to exploit the half-billion-ton deposit of pumice on St. Eustatius. A fish-freezing plant is projected for Bonaire; and a Japanese fishing fleet, to be based on Curacao, will build a fish-packing plant on that island. Architects' plans are completed for a projected new shopping center in Willemstad, to be in place within 5 years. A geophysical survey of Curacao will be made by a Dutch expert in May, to improve existing geophysical maps.

The speed and apparent ease of South Africa's change from sterling to decimal coinage has aroused considerable interest in Australia, New Zealand, and the United Kingdom, with the possibility that within a year these countries, too, may change their coinage system, according to an article, *South Africa's Switch to Decimals Goes Smoothly*, by Dr. E. Landsberg in the February 1962 issue of the Chamber of Commerce Journal, London.

S. African Wattle Prices In Slight Increase; Some Exports Rise, Others Dip

DURBAN.—Prices of South African wattle were at about the same level in 1961 as in 1960, but rose slightly beginning in February 1962, the U.S. Embassy reports. Exports of wattle extract increased slightly, but exports of milled wattle bark were lower in 1961 compared to 1960.

Through 1961, the price of wattle extract remained at about $128.80 a long ton. Effective February 1, 1962, however, the price was increased to $138.95 a long ton. For average-grade milled wattle bark, the price in 1961 was about $47.80 a long ton. This was increased to $52.20 on February 1, 1962.

U.K. Purchases Up

Exports of wattle extract increased from 68,613 long tons in 1960 to 74,355 long tons in 1961. Sales to the United Kingdom, the largest purchaser, increased from 17,310 long tons in 1960 to 22,477 long tons in 1961. Japanese purchases rose from 12,181 long tons to 16,278 long tons.

The United States, dependent on imports for practically all of its tanning material requirements, increased its purchases from 3,873 long tons to 6,054 long tons.

Sales for domestic consumption dropped from 5,663 long tons to 5,495 long tons.

Exports of milled wattle bark dropped from 28,693½ long tons in 1960 to 27,351 long tons in 1961.

West Germany, the United States, and Poland were the principal buyers. Their purchases totaled 11,693½ long tons, 7,834 long tons, and 6,408½ long tons, respectively in 1961.

Research Continues

Research into alternative uses for wattle is continuing (FCW, Oct. 30, 1961, p. 42). Wattle has been found to have desirable properties in treating muds used for oil-well drilling and further experiments are being carried out by a group of oil companies.

Experiments with wattle extract-based anti-corrosive primers, while reasonably successful, are not likely to be economically feasible.

Cigarette output in Guatemala during the first half of 1961 totaled 890 million pieces, or slightly below the output produced in January-June 1960, the Foreign Agricultural Service reports.

U.S. Exports of Methanol Multiply In Developing Far Eastern Market

THE Far East and Southeast Asia loom as possible developing markets for American exports of methanol. The volume of U.S. shipments to 5 of these countries more than tripled from a total of 1.4 million gallons in 1960 to 5.3 million gallons in 1961.

Commonly known as methyl alcohol, or wood alcohol, this material is now produced in the United States in quantities approaching 300 million gallons a year. In the Far East and southeast Asia, Japan is the sole producer.

Japan's capacity, exceeding 60 million gallons a year, has been sufficient to satisfy domestic needs and a large part of the requirements of the Asiatic and Indonesian areas, according to a Foreign Service dispatch. In the past 2 years, Japan's growing requirements have made it necessary to import methanol from the United States and elsewhere.

U.S. exports of methanol to Japan jumped from 5,456 gallons in 1960 to 2,976,982 gallons in 1961, preliminary figures of the U.S. Bureau of the Census show. Exports to other countries have also increased. Shipments from the United States to India went from 55,046 gallons in 1960 to 62,650 gallons in 1961; the Philippines, 79,507 and 479,972 gallons; Taiwan, 3,190 and 237,593; and Australia, 1,293,514 and 1,573,426 gallons.

The largest single use of methanol in the United States is for formaldehyde production. Formaldehyde is a principal ingredient of phenolic and urea-formaldehyde resins, waterproof glues for plywood production, and of urea-formaldehyde slow-release nitrogen fertilizers.

Such uses may be of immediate importance as adjuncts of the developing petrochemical and synthetic nitrogen industries in Indonesia and other countries. Other growing uses might be for solvents, lacquers, and other coatings, paint removers, chemical synthesis, and aviation fuel additives.

Electric Lamp Output In Brazil Sets Record

RIO DE JANEIRO.—Production of electric filament lamps in Brazil during 1961 reached an alltime high of 94 million units—an 8% increase over the 1960 level of 86.9 million, the U.S. Embassy reports.

Output in recent years has increased steadily: From 44.8 million units in 1955 to 66.5 million in 1959, and 86.9 million in 1960.

Fluorescent lamp production has also shown a substantial increase. Output in 1961 amounted to 3.1 million lamps, compared with 2.8 million in 1960 and 1.4 million in 1955.

U.S. exports of filament lamps to Brazil in 1961 totaled 374,000, a substantial drop from the 1960 level of 911,000. U.S. exports of fluorescent lamps have also fallen.

Canadian margarine production reached a record 184 million pounds in 1961, up 10% from the 166.6 million pounds produced in 1960, the Foreign Agricultural Service reports.

Shortening production in 1961, at 167.5 million pounds, was up approximately 2% from 1960.

Motion Picture Output In Spain at New High

MADRID.—A record high of 91 feature films were produced in Spain in 1961, the U.S. Embassy reports. Meanwhile, imports of feature films into Spain were led by U.S. film products.

Of the total films made in Spain, 72 were Spanish productions and 19 were coproductions with other countries. Previously, high years for production in Spain were 1956 and 1958 when 75 features were produced. In 1960, 73 features were completed.

In 1961, a total of 261 long feature films were imported into Spain. Imports from the United States totaled 99, including 88 features to be dubbed into the Spanish language, 9 films in the original version, and 2 films imported for the San Sebastian Film Festival.

Other major suppliers of feature films to the Spanish market in 1961 were Mexico with 35, Italy 31, the United Kingdom 29, France 29, Germany 17, and Argentina 12.

There are 6,080 motion picture theaters in Spain that exhibit 35-mm. films. Total seating capacity is 3.7 million.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Visitors . . .

(Continued from page 519)

India

The Indian Tea Board Delegation, consisting of A. S. Bam, chairman, and another member of the Tea Board of India, interested in meeting West Coast tea importers and representatives of gourmet shops, supermarkets, hotels, and restaurants. To be in Los Angeles April 7-8, and in San Francisco April 9-10; c/o P. V. Ramaswamy, Tea Adviser to the Government of India, Consulate General of India, 3 East 64th St., New York (Telephone TR-97800), regarding Los Angeles appointments, and c/o Ajoy Gupta, Vice Consul, Consulate General of India, 417 Montgomery St., San Francisco (Telephone YU-27036), for San Francisco appointments.

Libya

Rafiq Sharif, representing Tripoli Sales Co., P.O. Box 356, Tripoli, interested in direct purchase and agency arrangements for oil field supplies and equipment (wire rope, chain, valves, pipe fittings, hand tools, welding rods, copper tubing). Apr. 1 via New York for 6 weeks; c/o Wilson Supply Co., 1301 Conti St., Houston 1, Tex. Itinerary: New York, Philadelphia, Chicago, Houston, Los Angeles, Fort Wayne (Ind.), and Elyria (Ohio).

Norway

Th. Joh. Kyvik, representing Kyvik & Co. A/S, Haugesund, interested in purchasing ship chandler supplies and commercial fishing equipment. Apr. 1 via Miami for 2 months; c/o Norwegian Consulate, 26 Broadway, New York, N.Y. Itinerary: New York and other cities throughout U.S. as time permits.

Southern Rhodesia

L. Disler, representing Carousel (Pvt.), Ltd., Deptford St., P.O. Box 1257, Bulawayo, interested in glazed and embossed printed cottons, flock nylon; also interested in contacting manufacturers of children's and ladies' dresses. Mar. 30 via New York for 2 weeks; c/o J. Gerber & Co., Inc., 855 Ave. of Americas, New York 1, N.Y. Itinerary: New York.

Uruguay

Eduardo Tempel and Marcos Sczames, representing Eduardo Tempel y Samuel Wilner, Arquitectos, 18 de Julio 1474, Montevideo, interested in acting as importer and distributor of U.S. products, especially air-conditioning equipment. Mar. 8 via Miami for 1 month; c/o Taft Hotel, 7th Ave. and 50th St., New York, N.Y. Itinerary: Miami and New York.

U.S. lard exports totaled 419 million pounds in 1961, 33% less than 1960, according to the Foreign Agricultural Service.

A Reminder . . .

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OPERATION AGENCY INDEX

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INFORMATION AND FORMS are available from the United States Department of Commerce Field Office in your area or from the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Algeria . . .

(Continued from page 523)

Land reform lagged, however. The goal calls for a redistributing of 617,750 acres by the end of 1963, but by the end of 1961 less than 272,000 acres had been distributed to needy Moslem farmers.

Progress toward the Plan's goals has been satisfactory in the sectors which depend primarily upon public funds and initiative. With certain exceptions, new private investment, which is to account for almost one-half of the total investment under the Constantine Plan, has ceased entirely.

A report, in French, published in 1961 by the Caisse d'Equipement pour le Développement de l'Algerie (CEDA), the organization charged with administering the French Government's Development Budget for Algeria as well as supervising the entire investment program under the Constantine Plan, sets forth the Plan's achievements in the first 2 years (1959-60) plus its projected goals. The report, Rapport sur l'Execution du Programme d'Equipement de l'Algerie en 1960, may be obtained on loan from the African Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Patents . . .

(Continued from cover page 2)

and under what circumstances compulsory licenses should be granted.

There would also be provisions relating to compulsory licenses in cases of nonworking, and in the case of a dependent patent. These presumably would be decided by the central patent office and court.

There presumably will be fees to be paid by the applicant and patentee. In addition to filing, search and application fees, there will probably also be annual renewal fees payable to keep the patent in force from the day it was published until its expiration 20 years from the filing date.

Each EEC country will have some residual matters to determine by its national legislation. For the time being, the individual countries would retain their existing patent laws.

If the international patent system works successfully, countries eventually may repeal their own patent law voluntarily and operate only under the international system.

While the plan is being developed by the Common Market countries for their own purpose, the results will be in the form of a treaty subject to ratification by each of the countries individually. The institutions will not be common market institutions but independent and governed by their own statutes. It is possible that the treaty will be made outside the Common Market, either on a full basis or on an associate basis.

U.S. Prohibits Import of 8 Categories Of Cotton Textiles From Hong Kong

The United States, through action of the Interagency Textile Administrative Committee, on March 19 prohibited importation of certain cotton textiles into the United States from Hong Kong.

The prohibition affects shipments of eight categories of cotton textiles leaving Hong Kong commencing March 3, 1962, and now en route to the United States.

The Committee, of which Assistant Secretary of Commerce for Domestic Affairs Hickman Price, Jr., is chairman is composed of representatives of the Departments of Agriculture, Commerce, Labor, State, and Treasury. It was established under instructions of the President of October 18, 1961, to carry out the "rights and obligations of the United States" under the Short-Term Arrangement provided for in the International Textile Agreement of July 21, 1961, at Geneva.

Restraint Requested

The Committee's action was contained in the following statement:

"On February 28, 1962, the U.S. Government requested the Hong Kong Government to restrain its exports to the United States of 8 categories of cotton textiles. This action was taken pursuant to the Short-Term Arrangement which became effective on October 1, 1961, for a period of 1 year. The United States and Hong Kong are participants in the arrangement, the latter through accession of the United Kingdom on its behalf.

"The pertinent paragraph of the arrangement under which this request was made by the U.S. Government is as follows:

"'A participating country, if unrestricted imports of cotton textiles are causing or threatening to cause disruption of its domestic market, may request any participating country to restrain, at a specified level not lower than the level prevailing for the 12-month period ending 30 June 1961, its total exports of any category . . . of cotton textiles causing or threatening to cause such disruption, and failing agreement within 30 days, the requesting country may decline to accept imports at a level higher than the specified level. In critical circumstances, action may be taken provisionally by either country involved while the request is under discussion.'

"Categories included in the request of the U.S. Government were: Category number 5, ginghams, carded yarn; 9, sheeting, carded yarn; 22, twill and sateen, carded yarn; 26, fabrics, not elsewhere specified, carded yarn; 43, knit-shirts, other than T and sweatshirts; 44, sweaters and cardigans; 48, raincoats, ¾ length or over; and 49, all other coats.

"The level of restraint requested by the United States was the level of imports into the United States of these categories during the 12-month period ending June 30, 1961. On the basis of data available to the U.S. Government at the time the request for restraint was made, Hong Kong's exports of these categories were just under or slightly over the requested level of restraint for the entire 12-month period of the Short-Term Arrangement.

"Where exports had already exceeded the restraint level, the U.S. Government said that the level of exports as of the date of receipt of its request should be the level of restraint. Upon receipt of the U.S. request on March 2, the Hong Kong Government announced a decision to issue no further export licenses for the time being for these eight categories.

"Without discussion with the U.S. Government, however, on March 5 the Hong Kong Government resumed issuance of export licenses to cover shipments to March 10. The Hong Kong Government prohibited all further exports of these categories after March 10.

"Information available to the U.S. Government on exports from Hong Kong, particularly on those goods exported subsequent to the U.S. request for restraint, indicates that the volume of exports of cotton textiles now en route to the United States, if permitted at this time to enter the United States for consumption, would be inconsistent with the U.S. request for restraint and with the objectives of the Short-Term Arrangement.

"The Interagency Textile Administrative Committee, therefore, has made the following decisions pursuant to the Short-Term Arrangement:

- "If any shipments are dispatched from Hong-Kong subsequent to March 10 of the 8 categories for which the U.S. Government requested Hong Kong to exercise export restraint, they will not be permitted to enter the United States for consumption for the remainder of the period of the Short-Term Arrangement.
- "Goods in those of the 8 categories for which export restraint was requested and in which shipments between March 3 and March 10 were in excess of the requested level of restraint will not be permitted to enter the United States for consumption upon arrival. If such goods are landed, they must be placed in bond or in foreign trade zones. The U.S. Government cannot guarantee that subsequent developments will result in the entry of these goods into the United States for consumption prior to expiration of the Short-Term Arrangement.

"The Secretary of the Treasury will implement these decisions."

AID To Share Costs of Investment Surveys

Potential U.S. private investors interested in preinvestment surveys now may obtain financial assistance for such surveys from the Agency for International Development (AID). Procedures just announced by AID permit the agency to share up to 50% of the cost.

A total of $1.5 million is available for the cooperative enterprises in the remainder of the current fiscal year.

AID cooperation in helping to finance such surveys was authorized by Title IV of the Act for International Development of 1961 and is designed to stimulate further investment by U.S. private enterprise in the newly developing countries.

The new authority will be used to obtain surveys for potential U.S. investors directly interested in taking advantage of preinvestment surveys and is in addition to the general authority of AID to finance surveys where no immediate investment interest is in prospect.

The initiative for preinvestment surveys may come from U.S. private investors, U.S. Government agencies through AID, or from the Governments of the newly developing countries. The surveys would explore and analyze such matters as market potential and profitability, plant location, raw material availability, labor supply and engineering feasibility. Eligible investment surveys do not include extraction or processing of deposits of oil, gas or minerals.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

March

26.—Harvard Business School Association meeting, Chicago, Ill. Commerce speaker: John Stillman, Deputy to the Under Secretary of Commerce.

27.—Export Clinic (5th in a series), Federal Building, Phoenix, Ariz. Subject: International Lending Agencies. Sponsor: Arizona Regional Export Expansion Committee.

27-28.—45th Annual Convention, International Executives Association, Inc., Hotel Statler, New York City.

29.—Mid-Western Financial Management Seminar of the St. Louis Chapter, Federal Government Accountants Association. Session from 8 a.m. to 5 p.m., St. Louis University. Subject: American Dollars in the World Market.

29.—Monthly meeting, West Michigan World Trade Club, Morton House Hotel, Grand Rapids, Mich. Commerce speaker: Patten D. Allen, Bureau of International Programs.

29.—Joint dinner meeting, World Trade Club of St. Louis and Foreign Credit Chapter, St. Louis Association of Credit Management. Subject: Foreign Credit Insurance Association. King Louis IX Room, Union Station.

29-30.—Second Annual Washington Conference on Business-Government Relations in Marketing. Shoreham Hotel, Washington, D.C. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

31.—Texas International Trade Association, University of Texas, Austin, Tex. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

April

1.—Annual convention of St. Louis Archdiocesan Council of Catholic Men, Bishop DuBourg High School, 1 to 4 p.m. Panel of St. Louis exporters: Importance of Exports to Mid America.

5.—American Association of Industrial Editors Convention, Summit Hotel, New York, N.Y. Sponsor: American Association of Industrial Editors. Commerce participants: William Ruder, Assistant Secretary of Commerce for Public Affairs; Eugene Foley, Deputy Assistant Secretary for Domestic Affairs; John S. Stillman, Deputy to the Under Secretary of Commerce.

5.—Council on Foreign Relations, New York City. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

5.—Pacific Northwest Export Expansion Conference, University of Washington, Seattle, Wash. Commerce panelist: Paul E. Pauly, Bureau of International Business Operations.

5.—Seventeenth Annual Cleveland World Trade Conference, Pick-Carter Hotel, Cleveland, Ohio. Sponsor: Cleveland World Trade Association. Commerce speaker: H. P. Van Blarcom, Bureau of International Business Operations.

5.—40th Anniversary Luncheon, National Council of American Importers, Inc., Biltmore Hotel, New York City. Speaker: Secretary of Commerce Luther H. Hodges.

5-6.—American Management Association Seminar: The Available Export Markets for Profit. Summerset Hotel, Boston, Mass.

5-6.—First Florida World Trade Conference, Causeway Inn, Tampa, Fla. Sponsors: Florida State Chamber of Commerce; Florida Ports and Foreign Trade Council. Commerce speakers: L. Edward Scriven, E. E. Schnellbacher, Bureau of International Business Operations.

6.—Annual Business Alumni Association meeting, Baylor University, Waco, Tex. Commerce speaker: Harry C. Meyers, manager, Dallas Field Office.

6.—Annual Management Engineering Conference, New York City. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

6.—Executive Export Training Program, University of Houston, Houston, Tex. Commerce speaker: Charles F. Boehm, Bureau of International Business Operations.

6.—Export Expansion Seminar, Laconia, N.H. Sponsor: Laconia Chamber of Commerce. Commerce speaker: Deputy Assistant Secretary for Domestic Affairs Eugene P. Foley.

9.—American Zinc Institute and Lead Industries Association convention, St. Louis, Mo. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

9-11.—New England's Annual World Trade Week Conference, Sheraton-Plaza Hotel, Boston, Mass. Sponsor: International Trade Association of New England, Inc.

9-12.—National Packaging Exposition, New York Coliseum. Sponsor: American Management Association.★

10.—American Management Association, Saranac Lake, N.Y. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

10.—Export Trade Seminar, Management Development Center, University of San Francisco, San Francisco, Calif.

10.—Monthly dinner meeting, Dallas Export-Import Club, Downtown Club, Dallas, Tex.

10-11.—Southern Illinois University IX Pan American Festival, Carbondale, Ill. Commerce speaker: Albert J. Powers, Bureau of International Programs.

11.—Minnesota World Trade Association monthly meeting, Hotel Normandy, Minneapolis, Minn.

12.—Export Trade Development Seminar, Northern Hotel, Green Bay, Wis. Sponsors: Green Bay Area and surrounding Chambers of Commerce; U.S. Dept. of Commerce. Commerce speaker: Charles J. Barrett, Bureau of International Programs.

12.—Monthly meeting, International Trade Club, Chicago, Ill. Subject: 1962 Trade Expansion Act.

12-14.—Fourth Annual Boise-Western States Industrial Trade Show, Boise, Idaho.★

13.—Foreign Trade Seminar, National Consumer Credit Conference, Oklahoma City, Okla. Sponsor: Oklahoma City University.

17.—Athletic Goods Manufacturers Association, annual meeting. Commodore Hotel, New York City. Commerce speaker: Aaron Rosenthal, Business and Defense Services Administration.

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